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NEWS SUMMARY

GENERAL

Doubts grow over Argentine economy

The Argentine Government appeared to be struggling to retain credibility after the resignation of two main architects of the economic policy.

Israeli death

An Israeli soldier was killed by a sniper at a crossing point between east and west Beirut.

Ships flee Gulf

Iraqi bombing of Iranian oil plants on Kharg Island and rising insurance premiums for ships in Gulf waters have prompted over 50 tankers to shift anchorage.

Matthaei visit off

Chilean air force head Gen Fernando Matthaei called off an unofficial visit to Britain next month, mainly because of domestic problems.

Congressman out

U.S. Congressman Frederick Richmond resigned after pleading guilty to tax evasion and possessing marijuana.

Walesa's role

Interned Solidarity leader Lech Walesa may have a role to play in Polish trade unions after his release, Deputy Premier Mieczyslaw Rakowski said.

Six-day airline

Israel's rabbin won a battle to close El Al, the national airline, on Saturdays and other religious holidays.

Equipment held

U.S. federal agents in California said they seized computer equipment illegally exported to the USSR through Britain and returned to the U.S. for repair.

Thorn to call

European Commission President Gaston Thorn is to visit London next month to resume talks on British payments to the EEC budget.

Sober Scots

Scots drink less than the English, but problem drinkers go to jail rather than to crisis centres for treatment as in England, a Glasgow University report said.

Mongolia find

The well-preserved corpse of a woman wearing a cotton mesh shroud was found in a 900-year-old tomb in Inner Mongolia.

Clip joints

The National Hairdressing Federation's West of Scotland branch is to give the Inland Revenue a list of pirate hairdressers who work in the area without paying taxes.

Briefly

Jobless will be able to claim supplementary benefit by post from December 6. Dutch F1 50 banknote is to be introduced. Barbara Mann, down from 17st 2lb to 8st 12lb in three years, is Slimmer of the Year.

British to open a consulate-general in Shanghai soon.

Bolivian miners begin a 48-hour strike today in protest at the economic crisis.

CHIEF PRICE CHANGES YESTERDAY

Table listing price changes for various commodities including textiles, electronics, metals, and foodstuffs.

BUSINESS

Dealing rates cut by Bank

BANK OF ENGLAND cut its money market dealing rates for the second day running and sterling's effective exchange rate was at its highest for over a year.

STERLING fell 70 points to \$1.7605. It also eased to DM 4.2775 (DM 4.28) and SFR 3.6075 (SFR 3.61) but it rose to FF 12.045 (FF 11.98).

DOLLAR rose to DM 2.429 (DM 2.419), FFR 6.645 (FFR 6.65) and SFR 2.048 (SFR 2.04) but it fell to Y251.1 (Y251.75). Its trade weighted index was 118.5 (119.3).

GOLD fell \$12.5 to \$399 in London. In New York the Comex August close was \$408.75 (\$404.75). Page 19

GILTS were volatile and succeeded to fresh profit-taking. The Government Securities Index lost 0.29 to 78.13. Page 23

EQUITIES drifted lower. The FT 30-share index fell 2.6 to 584.4. Page 23

RAW SUGAR daily price fell \$5 to \$93 a tonne, the lowest for three years, on the downturn in gold and share prices. Page 19

FRENCH Government announced measures to encourage long-term savings and to provide a fresh flow of funds into the French bond market and bourse. Page 2

SOVIET TRADE with the rest of the world rose 11.1 per cent to \$6.9bn roubles (\$47.9bn) in the first half of the year. Page 2

EAST-WEST GERMAN trade rose 14 per cent to a record DM 6.8bn (\$1.8bn) in the first half of the year. Page 2

F. AUSTIN (LEYTON) receivers have begun talks with an interested consortium. Page 5

GENCOR South African mining group chairman has decided to resign early because of a personal dispute with the chairman of the company's largest shareholder. Page 20

DRESSER INDUSTRIES, U.S. energy industry equipment manufacturer, has agreed to buy International Harvester's North American construction machinery business. Back Page

BENDIX CORPORATION, U.S. engineering and aerospace group, made an offer for Martin Marietta, valuing the cement, chemicals and aerospace concern at over \$1.5bn (\$852m). Back Page

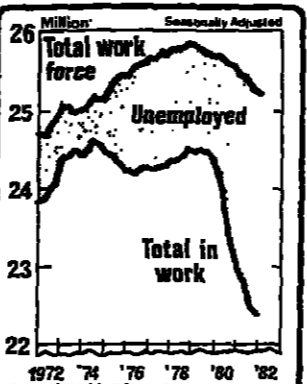
BLUE CIRCLE Industries, cement group, reported a record profit of \$13m lower at \$38.1m for the six months to June 30. Page 16; Lex, Back Page

ASSOCIATED DAIRIES Group, dairy and supermarket concern, raised taxable profits from \$51.39m to \$60.78m in the year to May 1. Page 16; Lex, Back Page

Chancellor determined to maintain 'tough' course for economy

BY MAX WILKINSON, ECONOMICS CORRESPONDENT

SIR GEOFFREY HOWE, the Chancellor, made it clear yesterday that rising unemployment and mounting anxiety within his own party would not deflect him from the 'tough and difficult' course he has laid down for the economy.



He was speaking the day after the publication of official figures showing that the total of unemployed in August, including school-leavers had reached 3.29m.

Unemployment at very high levels is bound to be here for a long time to come," Sir Geoffrey said.

In an interview with Jimmy Young on Radio 2, he dismissed the idea of an autumn budget to give some momentum to the economy. It would be wrong and unduly risky to provide money for public works, "so to speak from outer space."

He hammered out the austere message that pay settlements must be reduced and industry's competitiveness improved as part of a long and painful haul back to full employment.

people had achieved pay rises far beyond increases in the nation's production. He said most other countries agreed that there was no alternative to something like the present tough policies.

Sir Geoffrey added: "Even there they are now finding unemployment rising faster than a year ago. So we have to stick with these tough policies."

They tried to put more money into the economy in order to get employment to come down. They've found their inflation problem getting much worse, so they have had to put the brakes on."

Mexico \$1.85bn rescue package almost complete

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

THE BANK for International Settlements was last night putting the finishing touches to a \$1.85bn (€922m) short-term emergency loan for Mexico.

more than would be strictly required under the formula, because of Spain's close cultural and economic ties with Mexico.

Funds which had been borrowed over U.S. prime rate will be subject to a margin of 2 of a point, and there will be a 1 point fee on the refinancing.

Under the terms of the loan, central banks from the Group of 10 leading industrialised countries, together with Switzerland and Spain, will each guarantee a portion of the money in relation to the total exposure to Mexico of its country's banking system.

Meanwhile, Mexico is understood to have agreed to pay banks a margin of 1 of a percentage point over Eurodollar rates on borrowings whose repayment is to be delayed for three months as a result of Friday's agreement in principle while the Bank of Spain has chosen to guarantee \$175m, York.

Mexico has also told commercial banks it is willing to pay higher rates to banks which agree to delay repayment for longer than three months, but these rates have not yet been set.

Board shake-up at Howden

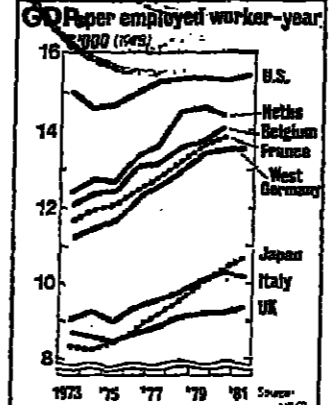
BY JOHN MOORE, CITY CORRESPONDENT

A BOARDROOM shake-up in Alexander Howden Group, the troubled UK insurance broking firm, was announced yesterday.

He replaces Mr Kenneth Grob as chairman. Mr Grob, a member of the Alexander & Alexander main board, resigned last month.

a consultant to the group until he retires later this year. Mr Bogardus is also taking over as chairman of Howden's underwriting agency company, which manages Lloyd's of London's largest underwriting syndicate.

Table of Contents listing various articles and their page numbers, including International banking, Business Law, Technology, and Editorial comment.



'Unfair subsidy' ruling by U.S. on EEC steel

BY REGINALD DALE, U.S. EDITOR IN WASHINGTON

THE U.S. Commerce Department yesterday ruled that the British Steel Corporation, together with 12 other EEC steel producers, had exported unfairly subsidised steel to the U.S. market.

But the Department sharply reduced its assessment of the BSC subsidy to 20.33 per cent of the imported value. In a preliminary finding in June the department had put the BSC subsidy rate at 40 per cent, the highest in the EEC.

In its largest ever countervailing duty investigation the department cleared producers in the Netherlands and South Africa of the subsidy allegations first brought by the U.S. steel industry in January.

However, the institute says in an assessment of several different productivity studies that it cannot guess the extent to which the recent improvement will be sustained. It says there is some evidence of an underlying improvement in attitudes, but the recent rise in productivity could be a one-off adjustment to much lower demand.

British productivity trailing

BY OUR ECONOMICS CORRESPONDENT

BRITAIN'S PRODUCTIVITY is trailing far behind that of its competitors and, in spite of recent improvements, future performance is uncertain says the National Institute of Economic and Social Research in its quarterly review out yesterday.

In a special issue on Britain's comparative productivity, the institute estimates that output per man-hour in U.S. manufacturing industry was more than 21 times that achieved in Britain last year.

The U.S. Commerce Department yesterday ruled that the British Steel Corporation, together with 12 other EEC steel producers, had exported unfairly subsidised steel to the U.S. market.

Advertisement for Milton Keynes: WHO MOVED TO MILTON KEYNES THIS WEEK? "I did!" Mr. E. Shotton, Managing Director of Mailcom.

EUROPEAN NEWS

France seeks to draw savings into industry

BY DAVID HOUSEGO IN PARIS

MEASURES to encourage long-term savings and provide a fresh flow of funds into the French bond market and Bourse (stock exchange) were announced by the French Government yesterday.

Soviet trade with rest of world up by 11%

MOSCOW — Soviet trade with the rest of the world rose by 11.1 per cent in the first half of this year compared with the same period in 1981, according to preliminary figures published in Moscow yesterday.

The figures showed that trade turnover for January to June was Rbls 60.3bn (\$48.2bn), almost half of that representing trade with members of Comecon.

Leslie Colitt, recently in Warsaw, reports on continuing popular discontent

Militant grumbles among Solidarity's young



August 31, 1980: Lech Walesa (right) and Mieczyslaw Jagielski, the government negotiator, sign the documents that gave official sanction to Solidarity.

AS EACH month passes under martial law part of the control of the suspended Solidarity union slips away from its five moderate "underground" leaders into the hands of militant young workers who favour hitting out at the Polish Government with all means available.

Walesa 'may have role' in unions

MR LECH WALESA, the interned leader of Solidarity, may have a role to play in Polish trade unions after he is released, Mr Mieczyslaw Rakowski, the Deputy Prime Minister, said in an interview published in Bonn yesterday.

Cut in key West German interest rates expected

BY KEVIN DONE IN FRANKFURT

THE BUNDESBANK is expected to lower its key interest rates today. Dealers in the financial markets in Frankfurt are anticipating a cut of up to one percentage point in the Lombard rate, the rate at which banks are supplied with short-term credit.

Spaniard looks for sales coup

By Our Madrid Correspondent

THE CRITERIA for granting trademarks in Spain have been put to the test by a request to register a symbol that has come to be the shorthand for the February 1981 abortive coup—F-23.

Inter-German trade climbs to record level

BY OUR BERLIN CORRESPONDENT

TRADE BETWEEN East and West Germany leapt 14 per cent to a record DM 6.8bn (£1.6bn) during the first six months of the year, compared with the same period in 1981.

President to quit in Switzerland

BERNE — Switzerland's President and Economics Minister, Mr Fritz Honegger, and Mr Hans Hurlimann, the Interior Minister, said yesterday they would retire at the end of the year, a government spokesman said.

Postponement of visit fans poll speculation in Spain

BY ROBERT GRAHAM IN MADRID

THE POSTPONEMENT of a visit to Denmark next week by Sr Leopoldo Calvo Sotelo, the Spanish Prime Minister, has fanned speculation that the Madrid Government will shortly abandon all pretence at staying in power until 1983 and call an early general election.

Greece unveils plans to boost productivity

BY OUR FOREIGN STAFF

PLANS to boost the low productivity of Greek industry and to increase the country's self-sufficiency have been announced by Mr Gerassimos Arsenis, the Minister of the National Economy.

Corsican bombs

Five bombs exploded in Corsica early yesterday, causing some damage to homes and cars, but no injuries, AP reports from Bastia. Police believe they were the work of a terrorist group seeking independence for the island.

Gulf Air now fly non-stop to Cairo. Twice weekly.



Gulf Air have introduced Wednesday and Saturday flights non-stop to Cairo from Heathrow at 10.00 arriving 16.45 local time. Return flights depart Cairo Wednesdays and Saturdays at 14.25 local time arriving Heathrow 17.30.

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PLO chiefs look for a new role

By Anthony McDermott

THE FORMATION of a government in exile is the primary consideration of the Palestine Liberation Organisation (PLO) during the next few months, following its withdrawal from Lebanon...

Mr Khaled al-Hassan, chairman of the foreign affairs committee of the Palestine National Council (Parliament), speaking at a Press conference in London yesterday, was adamant that the PLO had not suffered a defeat...

Army clears citrus groves

THE ISRAELI Army has begun uprooting citrus groves along South Lebanon's coastal road as a result of attacks by Palestinian guerrillas operating behind Israeli lines...

Up to 1,000 guerrillas are still thought to be operating in South Lebanon. They have repeatedly ambushed army vehicles on the narrow coastal road...

Israel to reopen autonomy talks after evacuation ends

Israel to reopen autonomy talks after evacuation ends

BY PATRICK COCKBURN IN JERUSALEM

ISRAEL expects to resume talks on autonomy in the West Bank and the Gaza Strip as soon as the evacuation of the Palestine Liberation Organisation (PLO) from West Beirut is completed...

He also said that he expected a peace treaty to be signed with Lebanon in the near future...

Lebanon in the near future, now that Mr Bachir Gemayel, the Christian leader, has been elected president.

Syria has warned Mr Gemayel not to sign such a treaty. A high-ranking Syrian official in Damascus was quoted yesterday as saying that, if he did so, Syria would consider itself at war with him...

30,000 troops from Lebanon until the last Israeli soldier has departed.

The Israeli Government has been showing some signs of anxiety over U.S. plans for a new initiative in the Middle East...

Diplomats in Israel are sceptical that any significant American initiative on the West Bank will emerge...

not halt the expansion of Israeli settlements on the West Bank...

General Ariel Sharon, the Israeli Defence Minister, said yesterday that there was no question of the Palestinians having another state...

land evacuation of the PLO from Beirut yesterday because of fighting on the Beirut-Damascus road...

This is despite the death of an Israeli soldier killed by a sniper in Beirut late on Tuesday. The Israelis say that the same number of PLO members are leaving the Lebanese capital by sea as would have been taken out by road.

Stewart Dalby and Nora Boustany talk to a senior banker about his shattered country's economy

Golden nest egg gives battered Lebanon hopes of brighter future

WE ARE completely in the dark, there are no plans at all for reconstruction as far as we are aware...

The speaker was a senior Lebanese banking official talking in an almost palatial suite at the top of one of Lebanon's leading banks...

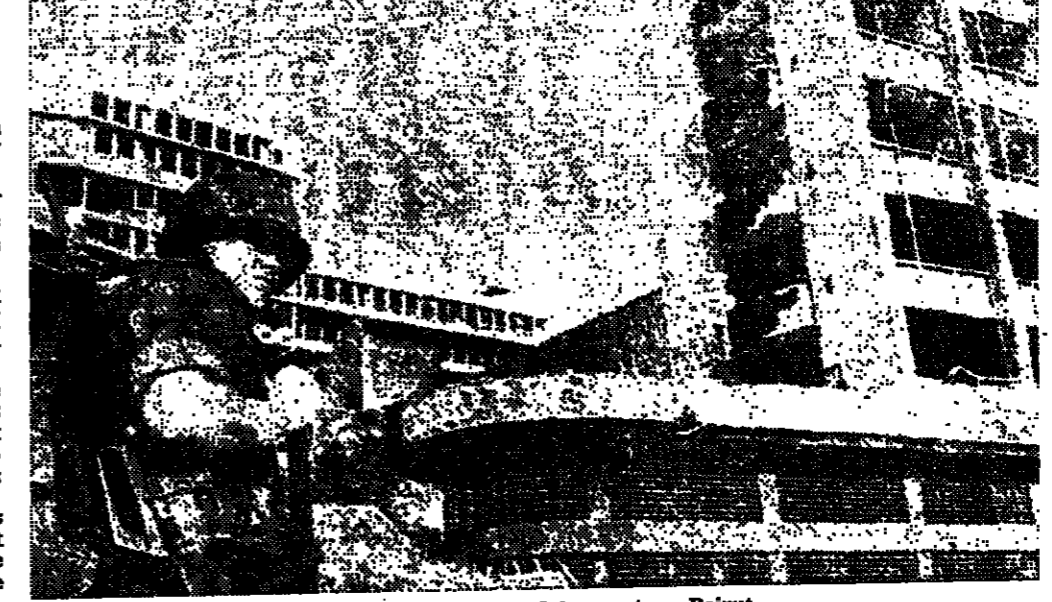
The banker, who is a Christian and might have been a compromise candidate for president, said that while there were lots of people around who wanted to help there were no definite schemes for reconstructing war-shattered Lebanon...

The banker knew of only one estimate for reconstruction: \$12bn (€8.9bn). Arrived at by the Lebanese themselves, after the 1975-76 civil war...

League summit in Tunis agreed to give \$2bn in aid over five years. But after one year, nobody gave anything...

The shattered ruins of Beirut belie the true wealth of Lebanon. The strangest fact about this country, is that virtually alone of small nations engulfed in war, it has managed to hang on to its wealth...

The banker said that it is there for insurance. He maintains that there is 100 per cent cover for the Lebanese pound in terms of other foreign exchange holdings...



U.S. Marine on guard in war-torn Beirut.

This inflow is in itself sufficient to offset the huge deficit in the balance of trade. As officially recorded, Lebanon imports 85 per cent of its needs...

The stability is due only in part to accumulated foreign reserves. It is also because, against all the odds, Lebanon continues to run a balance of payments surplus...

around 25 per cent, having been 20 per cent for the past four years.

The senior banker's main criterion for a return to prosperity should the war end is that there would be economic liberalism and, in particular, a continuation of banking secrecy...

At the moment, the inflation rate is running at very high...

India liberalises rule on foreign investment

BY K. K. SHARMA IN NEW DELHI

THE INDIAN Government yesterday further liberalised its policy on investment by foreign companies by announcing that they will be allowed to retain a majority share of the equity...

The clause has been sharply attacked both by foreign and Indian companies since it could lead to financial institutions acquiring a majority share...

The latest announcement treated sympathetically the authorities. This was one reason for the Bombay strike last week in which police went on the rampage for two days...

Foreign firms exempted from the 'convertibility clause' will be allowed to bring in foreign exchange to buy shares at the market price to maintain their equity holding...

The Minister of Industry, Mr N. D. Tiwari, said on Monday that foreign companies would be allowed equity participation of more than the usual ceiling of 40 per cent...

Police resentment as sackings reach 500

BY OUR NEW DELHI CORRESPONDENT

NEARLY 500 policemen have now been dismissed in the Indian states of Maharashtra and Haryana following the police strike in Bombay last week...

The dismissals have caused resentment among policemen all over India. They feel their grievances are not being

The crackdown on the policemen in Bombay, capital of Maharashtra, and Haryana is thought to be on the instructions of the central Government in New Delhi which feels that indiscipline should be dealt with firmly...

Asahi Chemical Industry Co., Ltd.

U.S. DLRS 30,000,000 6 1/2% Convertible Bonds due September 30, 1990 (THE 'BONDS')

NOTICE IS HEREBY GIVEN that, pursuant to 6(B) of the Terms and Conditions of the Bonds issued under a Trust Deed dated December 18, 1975, the Company has elected to exercise its right to, and shall, redeem on September 29, 1982...

The redemption price will become due and payable on the Redemption Date and, upon presentation and surrender of the Bonds (together with all coupons appertaining thereto maturing after September 29, 1982), and will be paid on or after the Redemption Date at the offices of any of the following Paying Agents...

CONVERSION OF BONDS INTO COMMON STOCK In accordance with condition 5(A)(B) of the Bonds, Bondholders may convert their Bonds into shares of Common Stock of the Company at the conversion price...

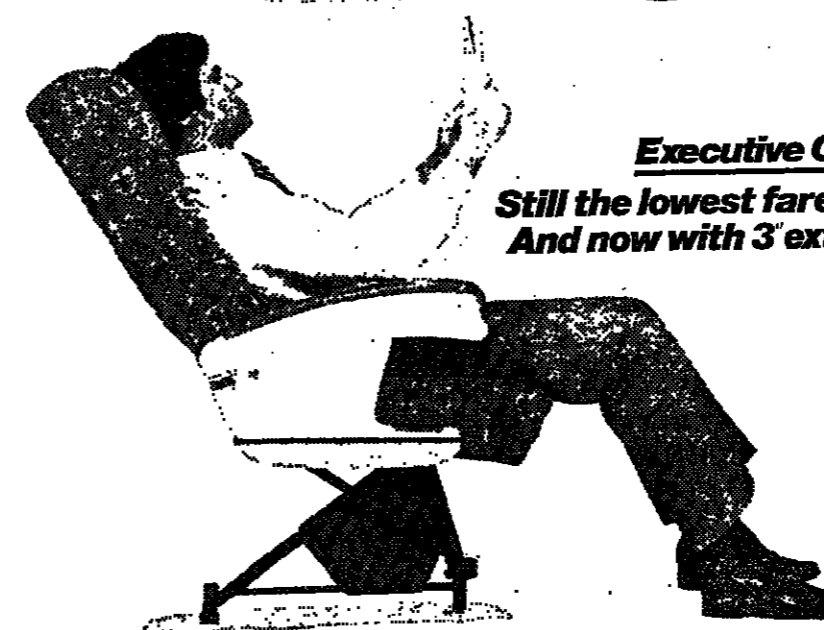
ASAHI CHEMICAL INDUSTRY CO., LTD. By: CITIBANK, N.A. as Principal Paying and Conversion Agent

August 26 1982

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AMERICAN NEWS

Mexico plans oil sale to U.S. Government to help pay off debt

BY WILLIAM CHISLETT IN MEXICO CITY

MEXICO yesterday announced that it will sell the U.S. Government an average 110,000 barrels of oil more a day to pay for a \$1bn loan already granted Mexico by the U.S. Department of Energy to help relieve the country's liquidity crisis.

Brazil debt renegotiation emerges as election issue

BY ANDREW WHITLEY IN RIO DE JANEIRO

THE RE-NEGOTIATION of Brazil's external debt is being adopted by opposition politicians as a major issue in the forthcoming national elections.

Mary Helen Spooner, recently in Puerto Williams, reports on the other South Atlantic land dispute Chile's Sovereignty Ranch defies Argentine claims

PATRICIO QUELIN is an 18-year-old student who has spent most of his life in a potential war zone. Fourteen years ago, the Chilean Agriculture Ministry sent his father and five other families to raise sheep and cattle on the remote island of Picton, claimed by both Chile and Argentina, which is located at the opening of the Beagle Channel.



but has since made it clear that it finds the task difficult. Argentine officials have suggested that any Vatican proposal could be subjected to a national plebiscite, while Sr Rene Rojas, Chile's Foreign Minister, has mentioned the possibility of referring certain aspects to the International Court of Justice at the Hague.

capital on the Chilean mainland. "The wool is not even of a very good quality," said an agricultural agent in Puerto Williams. He speculated that at some future date the Government might sell low-priced land in the area to small farmers, or put tracts up for bids to international developers.

Pragmatist takes Argentine economy job

BY JIMMY BURNS IN BUENOS AIRES

SR JORGE WEBBE, the new Argentine Economy Minister, has been in the job twice before but as a caretaker official serving a Government on the way out.

U.S. military exercise planned around Oman

BY REGINALD DALE, U.S. EDITOR IN WASHINGTON

THE U.S. was yesterday reported to be planning an elaborate air, land and sea military exercise in and around Oman to reassure the oil-producing Gulf states that American forces could come to their aid in an emergency.

WORLD TRADE NEWS

Bonn urges groups to fulfil Siberia pipeline contracts

BY KEVIN DONE IN FRANKFURT AND GILES MERRITT IN BRUSSELS

THE WEST GERMAN Government has written to companies due to deliver equipment to the Soviet Union for use in the Siberian natural gas pipeline, encouraging them to fulfil contracts with Moscow and implicitly to stout sanctions imposed by the U.S.

Nigeria loan pacts for \$217m signed

By Quentin Peel, Africa Editor

LOAN AGREEMENTS totalling \$217m (£127.4m) have been signed in London to help finance the British share of three major water supply construction contracts in Nigeria's Oyo state.

An EEC-Third World split threatens forthcoming Gatt summit, Brij Khindaria writes

Talk of suicide and fresh consensus

By Brij Khindaria

THE DEADLOCK over preparations for the first ministerial conference of the General Agreement on Tariffs and Trade (Gatt) since 1972 reflects a growing conviction among its members that no amount of talking can help to liberalise the world trading system.



Mr Arthur Dunkel Enthusiastic supporter

and developing countries argue that Gatt can deal only with industrial and farm products. The Ministers may compromise by calling for a study of trade in services without authorising negotiations.

Japanese deal in Syria under insurance threat

TOKYO

As a result, the Japanese Export-Import Bank would not be able to give credits to Mitsubishi to finance the export. Mitsubishi said it had hoped to resume negotiations on the export of the power plant to Syria, suspended temporarily due to the crisis in Lebanon.

Singapore in £27m ships deal

BY KATHRYN DAVIES

SINGAPORE'S Keppel shipyard has won an order worth \$3100m (£27m) to repair and convert two Soviet merchant vessels for the Sudolport Trading Agency. Under the contract, the Vladivostok and the Dalm Vostock will be converted into advanced fish factory ships.

Textile exporters to plan strategy for EEC talks

BY K. K. SHARMA IN NEW DELHI

THIRD WORLD textile exporting countries, including India, are to meet in Geneva on August 30 to draw up their strategy to deal with the attitude of the European Economic Community concerning negotiations on bilateral agreements under the framework of the new Multifibre Arrangement (MFA).

Motor trade in campaign for Government support

BY JOHN GRIFFITHS A CAMPAIGN for long-term Government support for the UK motor industry is about to be launched by the Society of Motor Manufacturers and Traders.

The society, still flushed with the success of its campaign to have hire purchase controls lifted, has as its immediate target, the removal of Special Car Tax, which adds 10 per cent to the retail price of a car. Mr George Turnbull, the society's president, said yesterday the tax's removal, could increase the new car market by up to 100,000 vehicles a year.

Rescue hopes brighten for furniture company

PROSPECTS for a rescue of F. Austin (Leyton), the East London furniture company, improved last night. It emerged that the receivers have begun talks with a consortium interested in it. This is led by Mr Ian Fraser, managing director of Bluestone and Elvin, another East London furniture company.

Signal Life silent on investigation

THE GIBRALTAR authorities have had no response from Signal Life concerning the affairs of the company which the authorities are investigating. The company was formally required to furnish by October 5, a report on its affairs as at July 31 1982 by an independent firm of chartered accountants acceptable to the Financial and Development Secretary.

CEGB reveals location of five new nuclear site proposals

FIVE new nuclear sites, the maximum number expected to be required in Britain in the 1980s, have been designated by the Central Electricity Generating Board. These five will follow the Sizewell B project in Suffolk, for which the CEGB hopes to get planning approval in 1984. The sites are extensions of existing nuclear power stations in three cases - at Hinkley Point in Somerset, Dungeness in Kent, and at Sizewell. The new sites are at Winfrith in Dorset and Druridge Bay in Northumberland.

David Fishlock, Science Editor, looks at the type of power stations planned for this decade. Luxulyan was the scene of a protest meeting by opponents of nuclear power last year. Two other Cornish sites have been abandoned by the CEGB for geological reasons, at Gwithian near Hayle, and at Nancekeune near Portreath. The CEGB is making no decision yet on the type of nuclear reactor it plans for the five sites. Even if Sizewell B is given planning permission, it has taken no decision to abandon the British-designed AGR, although it believes it could introduce the Westinghouse PWR at a capital cost as much as 30 per cent lower.

Sharp fall in number of workers on sites

BY IVO DAWNEY, Labour Staff THE workforce requirements of the engineering construction industry have fallen by more than a third in the past 12 months and estimates project a further sharp decline over the coming year. A report published yesterday shows that the numbers working in the industry have fallen from 26,000 in the first half of 1981 to 17,200 in the same period this year. Revised projections for 1983 anticipate only 14,200 workers in the industry in the first six months against an earlier estimate of 17,000.

The survey, conducted by the Engineering Construction Economic Development Council and the National Joint Council, covers mechanical and electrical workers employed on complex engineering sites in the chemical, oil and gas, power and steel industries. Only the North East is likely to experience a major increase in employment. Jobs in the region are expected to rise from a current 3,110 to about 4,990 by the second half of 1984. Wales and north Scotland have already suffered marked falls while 4,690 jobs in the South East are expected to decline to 1,280 over the next two years.

Union leaders yesterday expressed alarm at the figures. Mr Les Wood, general secretary of the Union of Construction, Allied Trades and Technicians, described the fall in jobs as totally unacceptable. "Only by investing in the infrastructure which is vital for our revival can we expect a return to full employment and prosperity," he said.

New construction orders down after earlier 'illusory recovery'

BY JAMES McDONALD NEW construction orders were 7 per cent lower in the second quarter of this year than in the first three months and 3 per cent less than in the second quarter of 1981, according to figures issued yesterday. The figures are based on the value of orders at constant 1975 prices, adjusted to exclude normal seasonal variations. Orders received in public housing in April-June were 17 per cent lower than in the previous quarter, although 42 per cent higher than the second quarter last year.

Private housing orders were 2 per cent up on the first three months and 39 per cent higher than a year before. In public works, orders were 19 per cent lower than in the first quarter and 26 per cent down on the same period of 1981. Private industrial orders were 7 per cent lower than in January-March and 11 per cent less than in the second quarter of 1981. However private commercial orders rose 5 per cent compared with the first three months and were the same as a year before. The total value of orders in

June, at current prices, was \$1bn. The National Federation of Building Trades Employers said the statistics confirmed its view that earlier signs of recovery this year "have proved illusory." The federation said: "Even though quarter on quarter analysis is distorted by fluctuations in the public works sector as major new contracts are awarded, analysis of new orders for the first half of this year shows that they are up by only 2 per cent, while in the previous year new orders rose by 7 per cent."

SIB creditors seek court action

BY OUR ISLE OF MAN CORRESPONDENT CREDITORS of the Savings and Investment Bank, the Isle of Man bank which failed in June, instructed the bank's liquidators yesterday to sue the Manx Government, the bank's auditors and the directors for negligence. A tense meeting of more than 400 creditors, who had deposits of \$40m, lasted for almost four hours and ended inconclusively. The meeting in Douglas was unable to confirm Mr Michael Jordan and Mr Ronald Robinson as liquidators or complete the election of the creditors' committee to supervise the winding up. One creditor said that it was easier to get a banking licence in the Isle of Man than a licence to sell ice cream. He wanted tighter investigation into the backgrounds of applicants for banking licences. There were many calls for the passport of the directors to be withdrawn or impounded. Mr Jordan explained that the bank had been incorporated in

December 1965 and a banking licence issued in 1975 under new legislation. Capital had risen from £200,000 to £4m, most of the shares being held by trustees. So far, he said, the names of the principals represented by the trustees had not been ascertained, but the wide powers of the liquidator, as an officer of the Manx High Court, would be used to the full to obtain them. The eligibility of Mr Robinson as a liquidator was challenged at the meeting, although he had been appointed an official receiver and provisional liquidator by the Manx High Court. It was argued that because a consultant retained by his firm, kids-sons, had been involved in the affairs of the bank he could not act impartially. Mr Robinson assured the meeting that the consultant had not acted for the firm in any capacity. The outcome of proposals that Mr Jordan should be sole liquidator, that he and Mr Robinson should be joint liquid-

ators or that another accountant should replace Mr Robinson depend on the outcome of proxy votes. The vote instructing the liquidators to take action against the Government, the auditors and the bank's directors came after Mr Jordan said he was unhappy about the 1981 balance sheet. Bank Holiday train service BRITISH RAIL will provide a special service for the Bank Holiday weekend from August 27 to 29. Extra trains will run from London to Edinburgh and between York, Leeds, the Midlands, South Wales and the South-West. Further inter-city trains will run to the East and West Midlands, the North-West, North Wales and Scotland. Additional trains will operate on the South-West, North-East and West of England routes from London.

Jobbing firm reports possible irregularities

BY JOHN MOORE, City Correspondent PINCHIN DENNY, one of the largest stock jobbing firms in London, has notified the Stock Exchange of possible irregularities which may have occurred in the dealing of a former member of the firm. Pinchin Denny declined to describe the circumstances leading up to its notification to the Stock Exchange. The firm said yesterday "We have had a problem, the man concerned has now left, and the matter is in the hands of the Stock Exchange council." The Stock Exchange's inquiries are expected to investigate the relationship of the former member of the firm with a small stockbroker. Earlier this year, in another unrelated incident in the stock market, leading stock jobbers Akroyd and Smithers suspended one of its gilt dealers after discovering "apparent irregularities." Simultaneously, Buckmaster and Moore, the stockbroker, said that one of its former employees might have infringed Stock Exchange rules or procedures. Buckmaster and Moore said that the irregularities it had uncovered were directly related to Akroyd's decision to suspend its gilt dealer. Since April, the Stock Exchange has extended the scope of its inquiries into the Akroyd affair and no announcement has yet been made on the ruling council's findings. Following Pinchin Denny's move, the Stock Exchange is expected to undertake another major investigation to establish what rules and procedures might have been infringed by the former member and whether further action is necessary.

Boost for small businesses in Cambridgeshire

BY TIM DICKSON SMALL businesses in Cambridgeshire will soon be able to apply for a new loan interest subsidy scheme backed by Cambridgeshire County Council. The scheme, which begins on September 1, is the second of its kind in Britain. The council has earmarked £20,000 to provide interest rate subsidies of up to 5 per cent on loans made by the Industrial and Commercial Finance Corporation (ICFC). Subsidies will be available to new and expanding businesses in the employment priority areas of Cambridgeshire around Wisbech, March, Ramsey, Chatteris and Ely. The projects concerned must meet ICFC's normal commercial investment criteria. Priority will be given to manufacturing companies with fewer than 25 employees and to those which can create jobs.

Alfa Romeo advertisement featuring images of GTV6, Alfetta, Sprint, and Alfesud cars. Text: '..... For a moment I thought you said you wanted an Alfa Romeo.....' Includes a silhouette of a man and woman and detailed car descriptions.

\*Manufacturer's figures. †Prices correct at time of going to press. THE ART OF TECHNOLOGY Alfa Romeo logo



# The evolution of the word processor has just taken a giant step forward.

Until recently our largest word processor could store 180 pages of information.

Our new one, called the 1020, can store up to 120,000 pages!

If you know the jargon such giants speak, we only need to say that it is an 'always up, fully redundant, centralised filing system' to give you the picture.

If not, imagine a chest about the size of a home freezer.

Take the back off and you'll see two rigid disks nearly half as wide as an LP.

These store, simultaneously, the 120,000 pages of information. Which, of course, they will play back on request.

### The box in the basement.

The joy is you don't have to fill your office space with this huge filing cabinet.

You can hide it away in the basement. Or a dark corner. Or a useless cupboard.

From it you can run up

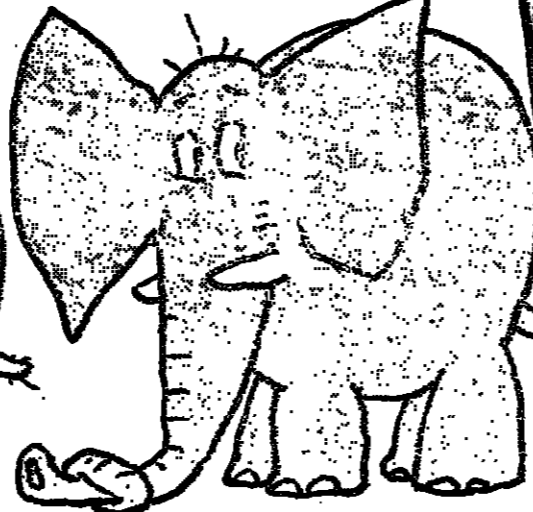
**Our 221 typewriter can remember 2 lines.**

**Our 221 typewriter can remember 2 lines.**

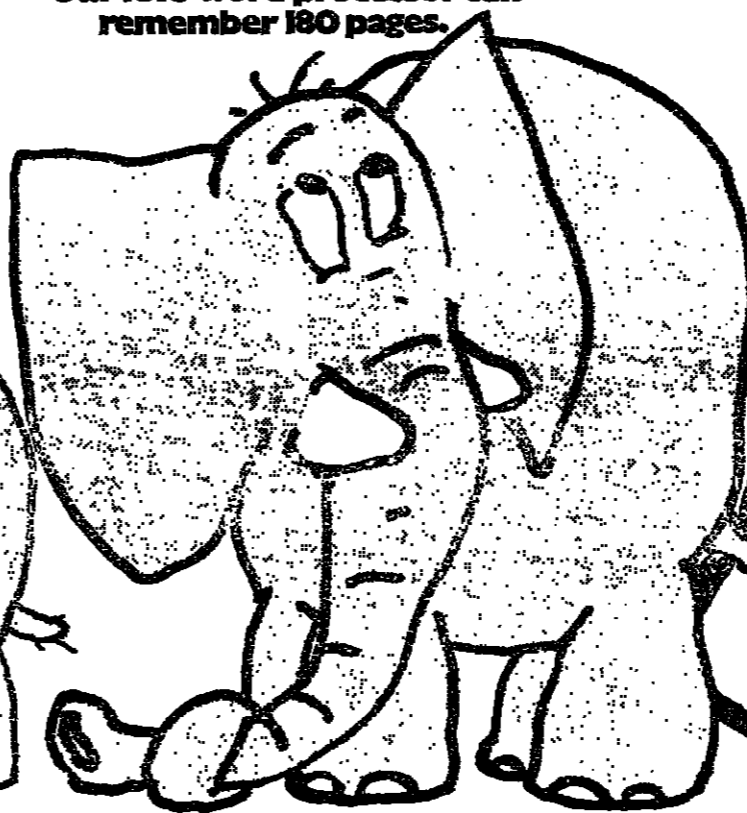


**Our 351 word processor can remember 64 pages.**

**Our 351 word processor can remember 64 pages.**



**Our 1010 word processor can remember 180 pages.**



to fourteen of our word processors. Our 1010's, for example.

They can store information on their own floppy disks, as well as plugging in to the 1020's massive storehouse.

Alternatively, you might prefer other work stations such as our 1005 (which has a single disk drive) or the 1001 which simply has a screen logic unit and keyboard.

And for printing, you might opt for some of our electronic typewriters.

Or our 30 or 60 character per second daisy wheel printers.

Once you have the central storage unit you can run virtually any of these machines from it, all round the building.

### If it's feeling poorly, it phones the doctor.

We've built several unique fail-safe mechanisms into the 1020.

The fact that it has two storage disks that record simultaneously is one of them. If one breaks down the other will go on storing and playing back as if nothing had happened.

You won't know about it until the Olivetti serviceman calls to tell you there's something wrong.

Because the machine is programmed to phone him if it's feeling dicky.

It even has batteries to preserve its memories in a power cut.

### The cost of hiring an elephant.

Although you can buy our typewriters and word processors for cash, most companies nowadays lease them.

**While our new 1020 word processor can remember 120,000 pages.**

The costs vary but it might help if we give you a rough idea:

You could lease our 15,000 page 1020 with four work stations and a daisy wheel printer for about £625 a month (over a five year period).

Our 1010 word processors with electronic typewriter come out at around £104 a month.

Whereas, a 1010 with a keyboard and 30 cps printer would be £123 a month.

You will certainly want to reflect on an investment of this nature, and we are quite happy to spend many hours with you tailoring a system to suit your present and future needs.

If you will send us the coupon we will post you all the relevant information and, if you wish, arrange for one of our technical experts to call you.

Please send me details of the new: ETS1020

I would also like details of: ET221  ET231  ET351  ETS1010

Name \_\_\_\_\_ Position \_\_\_\_\_

Company \_\_\_\_\_ Address \_\_\_\_\_

Tel: \_\_\_\_\_

Send to Valerie Belfer, British Olivetti Limited, 86-88 Upper Richmond Road, Putney, London SW15 2UR. Tel: 01-785 6666.

PT 4882

**olivetti**  
Word processing

British productivity trails the world despite recent 'remarkable' rise

BY MAX WILKINSON

The August issue of the National Institute Economic Review is almost entirely devoted to five articles assessing Britain's productivity in an international context...

ONE OF the unexpected features of the present recession has been the recent rise in manufacturing productivity...

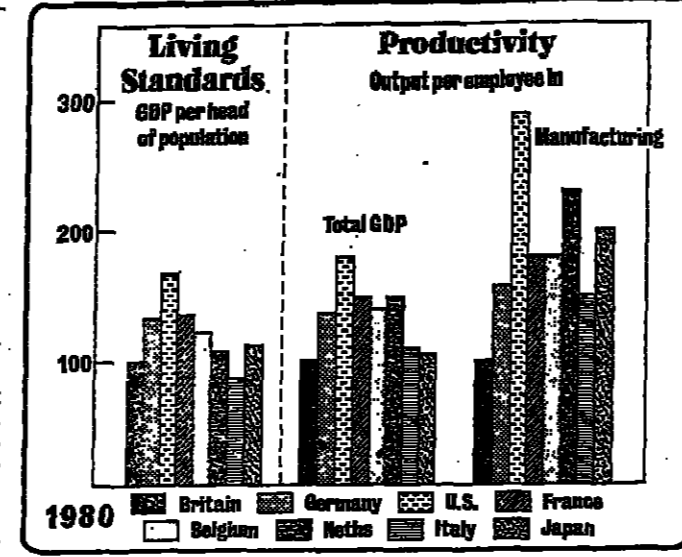
But this followed a long period of declining performance relative to other countries, and the institute is uncertain whether the recent improvement can be sustained.

It says output per person employed rose by a remarkable 10.7 per cent between the last quarter of 1980 and the last quarter of 1981. Productivity as measured by output per employee-hour rose by 8.8 per cent in the period...

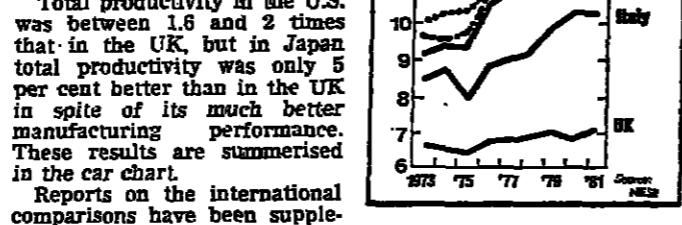
The institute says the remarkable thing is that the rise in productivity exceeded the rise in output.

However, it says a similar, though less-pronounced, pattern could be seen in 1975-76 when output per employee rose by 6.3 per cent compared with a rise of 4.4 per cent in total output...

On the other hand, it says: "...there seems to have been a relaxation of those long-term factors which have depressed British productivity below that of its now-more-advanced industrial neighbours..."



performance, manufacturing industry was twice as efficient (in terms of output per employee) in Japan...



It adds: "The pressure of rising labour costs (per unit of output) often led to further investment in labour-saving machines; but improvements in manning levels and the elimination of demarcation lines proved difficult..."

A picture of varying fortunes within the UK

A DETAILED study\* of the productivity in different sectors of the UK, the U.S. and Germany between 1980 and 1977 suggests a fairly steady deterioration against that in Germany...

However, U.S. productivity was more than 2 1/2 times that in the UK in 1977, reflecting among other things the huge economies of scale...

The results for manufacturing industry are summarised in the graph.

This study uses different methods for estimating comparative productivity than other studies and is based on estimates for the purchasing power parities of currencies.

Purchasing power parity is a measure of the value of a currency in terms of the quantity of a given basket of goods and services which it can purchase.

The result is expressed for convenience in terms of how many dollars would be required to buy the same amount of goods and services...

On this basis the UK's overall productivity in 1980 appears to have been 39 per cent that in the U.S. and about 65 to 70 per cent of that in the Netherlands, France, Belgium and Germany.

Although the gap between British productivity and that in European countries appears to have been narrowing in the late 1980s and late 1980s, the more recent study suggests that the gap is still substantial...

The paper says: "Taking the work of D. T. Jones and the present study together, we have a picture of varying UK fortunes and not one of steady deterioration as is often suggested..."

"The proportion of Britain's national income devoted to education in recent decades has been comparable with that of other developed countries and so has the rate of growth in that sector..."

Table: OUTPUT PER EMPLOYED WORKER-YEAR IN 1980 BY SECTORS OF ECONOMY. Columns: Sector, U.S., Netherlands, France, Belgium, Germany, Italy, Japan, UK (1981). Rows: Agricultural etc., Basic power and process, Metal and machinery, Chemical, Construction, Services, GDP at market prices.

\* 1979, % including mining and quarrying, in which output per head in 1979 was \$263 thousand, % 1978, \$ in 1977 output per head in UK construction was \$107 thousand.

Table: OUTPUT PER WORKER-HOUR IN MANUFACTURING UK=100. Columns: Country, 1973, 1979, 1981. Rows: U.S., Netherlands, France, Belgium, Germany, Italy, Japan, UK.

British industry (in the broad sense) says the article. The Contribution of Education to Economic Growth in Britain: A Note on the Evidence, by James F. Meade...

How education affects performance

A LACK of total resources committed to education does not appear to be a reason for Britain's low productivity or low growth in productivity...

It is also questioned whether the current accepted distinction between education, funded by Government, and training, which is largely privately financed, should be maintained...

BUSINESS LAW

Book for lawyers; book for laymen

BY A. H. HERMANN, Legal Correspondent

ENGLISH COMMERCIAL law is so vast that few people know where it starts and where it ends. Some get so lost in its details that they are unable to see the whole and even doubt that it exists...

In many business situations it is impossible to foresee what a court would say if it came to a dispute. Because of this businessmen are trying, not always successfully, to contract out of "the law" by means of detailed agreements and by leaving the resolution of disputes in the hands of arbitrators.

From time to time, a brave man attempts to survey a certain branch of the law and produces a textbook. This will be based on the law developed in courts when resolving disputes...

Much of the law which guides the everyday behaviour of businessmen has never, or only rarely, been tested in the courts. Often it is enough to rely on a sense of fairness, not to do to others what one would...

RACING

LORDS, Vincent O'Brien's colt which cost nearly £2m as a yearling was favoured yesterday for the September 11 renewal of the St Leger...

Electric kept on well to outpace Diamond Shoal in York's Great Voltigeur, but he is not bred to stay the stiff mile-and-a-half of the St Leger...

TELEVISION

Tonight's Choice

Thursday evening has almost always been Teen Night on the BBC with Top Of The Pops (at 7.35) seemingly indelible after all these years...

BBC 2

9.40-10.55 Open University (Ultra High Frequency only). 9.20 Scooby and Scrappy Dog. 9.45 Jockeys World. P. P. McKenna. 9.55 The Wombles. 10.00 Take Hart. 10.20-10.30 Play Chess. 10.55 Cricket: Third Test from Headingley...

RADIO

5.00 Am Radio 2. 7.00 Mids Read. 9.00 Simon Bates. 11.00 Tony Blackburn with the Radio 1 Roadshow from Lyme Regis. 12.30 pm Newsbeat. 2.45 Dave Lee Travis. 2.50 Suva Wright. 4.30-4.50 Powell. 7.00 Waters' Weekly. 8.00 David Jensen. 10.00-12.00 John Peel (S).

LONDON

9.30 am Animal Homes Of Feathered Friends. 9.45 Animated Classics. 10.20 History of the Grand Prix. 11.00 Antiques of Nancy. 11.30 Paint Along with Niko. 12.00 Gideon. 12.10 pm Get Up And Go! 12.30 The Sullivans. 1.00 News with Leonard Forskin. 1.55 FT Index. 1.20 Thames News with Robin Houston. 1.30 Emmerdale Farm. 2.00 Here Today. 2.45 Screenplay. 3.45 The Glamour Girls. 4.15 Dr Sauggles. 4.20 Voyage To The Bottom Of The Sea. 8.15 Survival.





# Accountancy Appointments

## European Finance Manager

£14,000-£15,000 plus car negotiable  
Nr. Heathrow

For an American corporation engaged in the supply of state of the art systems for computer-aided design. Already established in three European countries, and with existing customers in many more, the company plans aggressive expansion of its corporate customer base.

Reporting to the Director of European Operations, the position calls for a committed and determined all-rounder, capable of combining heavy involvement in the accounting routines with international tax planning, advising on business opportunities and restrictions, and liaising with professional advisers.

Candidates should be qualified accountants with good relevant experience in an international environment.

Please write in confidence, quoting ref. 45961L, to Nigel Halsey, 165 Queen Victoria Street, Blackfriars, London, EC4V 3PD.



Peat, Marwick, Mitchell & Co.  
Executive Selection Division

## COMPUTER AUDITOR

c.£15,000 p.a.

The Trustee Savings Bank—South East, with 231 branches throughout London and the Home Counties, invites applications for the position of Computer Auditor at the Head Office of the Bank.

This appointment is an excellent opportunity for a person, aged between 25 and 35, wishing to further his or her career. Applicants should have gained significant computer auditing experience preferably with a large undertaking. Opportunities elsewhere in management are possible once abilities are proven.

The successful applicant will report to the Assistant General Manager—Inspection and Audit Division and will be responsible for all aspects of auditing relating to a Burroughs B6800 on-line system and for providing training and expertise on computer matters to other audit personnel. Although based in London, much of the work will be done at

the Crawley Computer Centre and a certain amount of travelling within the South East of England will be necessary.

Benefits include 5 weeks' paid annual leave, BUPA membership, non-contributory pension scheme and mortgage assistance scheme.

Applications marked 'Private and Confidential', giving personal information, including age, qualifications and full details of career to date together with the names and addresses of two referees should be submitted to:

Assistant General Manager—Personnel,  
Trustee Savings Bank—South East,  
49/53 Surrey Row,  
LONDON SE1 0BY

to arrive not later than 10th  
September 1982.



TRUSTEE SAVINGS BANK  
SOUTH EAST

## Divisional Accountant

c.£11,500 Middx

Responsibility in a growth industry

Data Logic is one of the UK's leading computer systems companies, and part of the international Raytheon Group. Our Products Division markets and sells a range of products and systems including word processors, terminals, communications and accounting packages. The Division is a separate profit centre within the company with an annual turnover exceeding £30 million. The person appointed will be responsible for providing a full range of management accounting services, including consolidating budgets and forecasts for the Division. Similar material will also need to be contributed for corporate accounting purposes. Reporting to the Assistant Controller of Finance, and working as part of a team with other Divisional Accountants, the position calls for a highly motivated qualified accountant or finalist, who can quickly assume responsibility and who has a keen awareness of, and experience in, a fast-moving commercial environment. Knowledge of the data processing/electronics industry would be an advantage, as would an understanding of micro-applications. A minimum of 18 months management accounting experience is essential. An excellent range of company benefits is available, including BUPA, free life and health insurance, and where appropriate, relocation assistance.

Please write enclosing full personal and career details, or telephone for an application form to: David Robinson, Data Logic Limited, 320 Ruislip Road East, Greenford, Middlesex. 01-578 9111.



Towards the total system.

## Group Chief Accountant and Financial Accountant

Lloyd's International Brokers

Following the re-structure of the Accounting and Financial functions of our clients, a profitable, substantial and expanding Lloyd's Brokers a need has arisen for the above two appointments.

**Group Chief Accountant**  
Fully acquainted with the special requirements of, and recent experience in the Lloyd's market, the successful applicant will take full responsibility for the day to day accounting and treasury functions and will report directly to the Chief Executive. Opportunity will be given for career development and the prospects for promotion to the Board are open to the applicant able to prove his all round ability in corporate areas. The initial salary and profit share should produce a total financial package in the region of £25,000 in the first year plus a car and a wide range of excellent fringe benefits. Ref. LL/SRV/11.

**Financial Accountant**  
This appointment would ideally suit a young accountant with a minimum of two years post qualification experience and keen now to extend his knowledge and experience of financial management in an expanding company. Experience in the financial and/or institutional sector would be an advantage. However, candidates who can show evidence of a successful career to date in other areas will also receive serious consideration. Salary will be dependant on experience to date and will be reviewed at an early date. Ref. LL/SRV/12.

Please write in the first instance, giving full details of career and experience to date, and stating in a covering letter any companies for whom you do not wish to be considered.

Stuart Rochester  
Neville Russell Chartered Accountants  
30 Artillery Lane, Bishopsgate, London E1 7LT

Neville Russell  
Chartered Accountants

## Investment Analyst

around £13,000 The City

A leading UK pension fund requires a young professionally qualified person with investment experience to join an existing team. Candidates should have completed two years with a firm of stockbrokers or an institution.

The salary package will be around £13,000 depending on experience and there are good prospects for promotion and excellent conditions of employment.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent. Ref. B1169.

This appointment is open to men and women.

ASL CONFIDENTIAL RECRUITMENT  
17 STRATTON STREET LONDON W1X 8DB  
A member of MSL Group International

## INTERNATIONAL FINANCE

c. £15,000 — Home Counties with car/petrol and other fringe benefits

A university graduate/qualified accountant required for senior executive position reporting to the Finance Director of substantial international Group. Initial responsibility involves financial surveillance of overseas companies and investments. Inter-continental travel involved. Multi-language capability would be useful although not essential. Excellent career prospects for suitable candidate preferably within 30 to 45 years age range.

Please send your curriculum vitae in strictest confidence to: Box A.7949, Financial Times, 10 Cannon Street London EC4P 4BY



**FINANCIAL ACCT** £12K + car  
Manufacturing company—Berks.  
**Management Acct** £11K  
Industrial company—Slough

**Company Acct** £9K  
Electrical company—Berks.  
**Management Acct** £12K  
Computer company—Slough

For further details on these vacancies:  
PHONE ROBIN CLARK AT NOBEL ACCOUNTANCY ON SLOUGH 7247

## ACCOUNTANT/OFFICE MANAGER

Responsibilities will include control of a small computerised system and all other aspects of the accounting function for a flourishing group near Bexhill. An opportunity for the career minded. Circa £10,000.

CV please to Box A7941, Financial Times, 10 Cannon Street, London EC4P 4BY

## ACCOUNTANCY APPOINTMENTS

APPEAR EVERY THURSDAY  
Rate £29 p.s.c.c.

For further information please telephone  
Carmina Leon 01-236 9763

## Financial Controller

WEST COUNTRY c. £15,000 + car

UNITECH PLC seeks a qualified accountant for a subsidiary company manufacturing electronic equipment used extensively in the computer and communications industries.

Reporting to the MD, the Financial Controller will be responsible for all the financial, accounting and secretarial activities of the subsidiary and its associated company in Paris. The person appointed will be a key member of the management team and expected to make a full contribution to business strategy.

Candidates should have experience of manufacturing industry and computerised systems.

Please write in confidence with full details to:

Trevor Newton, FCA  
UNITECH PLC  
Phoenix House  
Station Hill  
Reading RG1 1NP

## NEWLY QUALIFIED ACCOUNTANCY APPOINTMENTS

THURSDAY 23rd SEPTEMBER 1982

The Financial Times has arranged with the Institute of Chartered Accountants to publish a list of those candidates who were successful in the recent Part II examinations.

We propose to publish the list in our issue of Thursday, 23rd September 1982, which will also contain several pages of advertisements under the heading of "Newly Qualified Accountancy Appointments."

Advertising rates will be £29 per single column centimetre. Special positions are available by arrangement at premium rate of £35 per s.c.c.

Newly Qualified Accountants, especially Chartered, are never easy to recruit — don't miss this opportunity! We will also be including in this feature a

## GUIDE TO RECRUITMENT CONSULTANTS

and entries in the guide will be charged at £40 which will include company name, address and telephone number.

For further details please telephone  
01-248 4782 or 01-236 9763

FINANCIAL TIMES  
EUROPE'S BUSINESS NEWSPAPER  
10 CANNON STREET, LONDON EC4P 4BY

## Partnership Secretary

Taylor Garrett, a large firm of solicitors with a City, national and international practice, wishes to appoint a Partnership Secretary following the recent merger of the two constituent firms Taylor & Humbert and Parker Garrett & Co.

Responsibilities will include the administration of the firm, the accounts function generally, financial and management accounting, financial planning and cash flow, and management of staff and house services.

In particular the accounts function will involve either upgrading the existing computer or the specification and installation of a new computer in the new office to be located in the City area. Familiarity with word processing and computer specifications and operations in a professional context is essential, together with an ability and interest to implement advanced office and communication systems.

The preferred age range is 35-45 although candidates close to these ages will be considered. A professional accounting qualification is desirable with a mature personality to work closely with the partners.

Candidates should have proved experience of computerised accounting, financial management and administration and possibly other areas such as information retrieval and international communications.

The remuneration (circa £17,500) and other terms are negotiable and will reflect the status and importance of the appointment. Please write in confidence with a full career history and personal details to:

The Senior Partner, Taylor Garrett,  
2 Raymond Buildings, Gray's Inn, London WC1R 5EN.

TAYLOR GARRETT

## Finance Director

Livingston Hire, the fast-growing market leader in specialist electronic equipment rental and a subsidiary of a public quoted British Group, needs an experienced accountant with proven management capability to fill this challenging position.

The successful candidate will be a qualified accountant with a successful record as a financial manager—preferably in a marketing-orientated industrial service company with a history of strong financial control—and must be able to deputise for the Managing Director. Preferred age range 35-45.

Salary is negotiable with bonus and other benefits approaching £20,000 plus car. Please apply by sending full career/salary details to: The Managing Director, Livingston Hire Limited, Shirley House, 27 Camden Road, London NW1 9NR.

## BRITISH GAS

## Director of Audit

London/Midlands c. £25,000

We seek a qualified accountant, preferably a graduate, aged 35-50 who is not a "career auditor" and wants to progress beyond audit. He or she must have prior audit experience plus senior financial control/systems achievement in a demanding big industrial environment. European languages are desirable.

Our client is a major British engineering group (T/O £2,000m+) with overseas interests. The new head of audit will make a significant contribution to good practice in control and systems matters and thus to corporate profit. There are no limits to the function's brief.

Please reply by 31 August to John Courtis at 78 Wigmore Street, London W1H 9DQ indicating explicitly how you fit our client's requirements, quoting reference 7109/FT. Relevant applicants will receive a full company and job description within two weeks.

John Courtis  
and Partners

## AUDITOR

EUROPEAN OPERATIONS c.£14,000 + Car

U.S. Corporation with substantial expanding European business in the electronic and electrical components field seeks to appoint a young chartered accountant with good public practice or similar auditing experience to be responsible for audit of its European locations.

Based west of London and reporting to the U.S. Director of Corporate Auditing, the person appointed will travel extensively throughout Europe, and occasionally to the USA.

This is an excellent opportunity for career development through international experience. The benefits package will be that expected of a first class multinational company.

Please forward a complete cv to: Box A7947  
Financial Times, 10 Cannon Street, London EC4P 4BY

**COMPUTERVISION**

Computer-Driven Europe, with operations in 15 European countries, is part of the Computer Vision Corporation, a major US company, which is the world leader in the design and manufacture of Computer Graphics Turn Key Systems—one of the fastest growing high technology industries. Computer Vision's Computer-Aided Design/Computer-Aided Manufacturing (CAD/CAM) systems, and comprehensive support services, are helping customers to increase productivity worldwide. We are a young, dynamic, highly profitable organisation currently embarked upon a major expansion programme to satisfy market demand.

**Computervision Ltd.**



Productivity...by Design

**Finance and Administration Manager**

High Technology and High Growth Company Up to £20,000


This position, which is based at the UK Head Office in Basingstoke, presents an excellent opportunity for a well qualified and commercially experienced Financial Manager to make a positive contribution towards the growth and development of this expanding company. Reporting functionally to the Director of Finance and Administration Europe, you will be responsible for all financial and administration matters including local purchasing, office facilities and accounts receivable within Computervision Limited.

A major objective for the successful candidate will be to establish financial control and management information systems that will aid the company in its future planned growth from the current turnover of £20 million.

Candidates, who must be professionally qualified, should have a minimum of 5 years' experience in a commercial environment and a thorough knowledge of international accounting practices, preferably American. They should also have proven success in a position with total responsibility for a finance function within a Marketing orientated company. As a member of the senior management team, an essential element of this position will be to advise and assist other managers within the region, and you should therefore be able to demonstrate a high degree of professional competence coupled with sound commercial judgement.

In addition to the obvious career potential, this position carries an Annual Profit Sharing Bonus, BUPA, and relocation assistance, where appropriate. Please send a detailed resume, or telephone for a job description and application form, to:

C. J. Wright, Personnel Manager, Computervision Limited,  
Computervision Centre, Central House, New Street, Basingstoke,  
Hants. RG21 1AA. Tel: Basingstoke (0256) 581333.



هكنا من العمل

**Fitch Lovell**

A suitably qualified and experienced person is sought for the post of Group Secretary of Fitch Lovell PLC. Fitch Lovell PLC is the listed parent company of a decentralised Group of approximately 30 operating businesses engaged principally in the manufacture and wholesale and retail distribution of food and with an aggregate turnover of approximately £740m.

Candidates should have senior practical experience of the secretarial functions of a listed company and must demonstrate high quality communication skills both oral and written. They will require the personality, presence and committed commercial attitude necessary to establish close and effective relationships with

**Group Secretary**

colleagues, both within the parent company and its operating subsidiaries. It is unlikely that applicants under the age of 40 will be of sufficient experience. Candidates should be Chartered Secretaries or have another appropriate professional qualification.

The successful applicant will join a small HQ team based in the City, will report day-to-day to the Executive Chairman and will be required also to work closely with the Directors responsible for Financial and Legal and Administrative affairs.

The salary will be competitive and benefits will include a company car, contributory pension scheme and BUPA.

Applications with full details of education, experience and present salary should be made to:  
S. Guthrie-Brown, Fitch Lovell PLC,  
1 West Smithfield, London EC1A 9LA.

**EUROPEAN LEASING SPECIALISTS**

Based in London

The First National Bank of Boston has been a major operator in world leasing markets for over 30 years. In Europe we now operate in Germany, France, Italy, Spain, Belgium and the U.K.

Our European Headquarters, which is responsible for co-ordinating and developing our activities throughout Europe now requires leasing specialists for the following positions.

**EUROPEAN PROJECT LEASING MANAGER**  
Responsible for packaging and sale of large ticket transactions, cross-border export leasing, assisting local units in the development of large ticket leasing capability and, in co-ordination with Boston, structuring leveraged leases with European lessees. Direct experience in large-ticket leasing is essential.

**EUROPEAN COMPUTER LEASING MANAGER**  
Responsible for packaging and sale of computer systems and direct leasing of IBM computer systems. This will involve liaison with our U.S. sister company, Randolph Computer Co., on market developments and the monitoring and control of European exposure risk. The successful applicant should have worked for IBM and probably an independent lessor of IBM equipment.

**EUROPEAN LEASE ADMINISTRATION SERVICES MANAGER**  
Responsible for marketing and co-ordinating our lease administration services. This will require gaining knowledge of all aspects of our leasing, funding and general ledger computer systems. The successful applicant, probably an FCA or equivalent, will identify potential users and develop a marketing program in co-operation with local units.

With all these jobs a second language is desirable, but not essential. The salaries are negotiable and will be backed by the generous fringe benefits expected in Banking. Please write with comprehensive C.V. to: Ian Eaglesone, Vice President, Personnel, The First National Bank of Boston, 5 Cheapside, London, EC2P 2DE.



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Successful candidates will be offered very competitive salaries and first class fringe benefits. The positions are based in London, but applicants must be prepared to spend a considerable amount of time abroad.

Please write, giving details of career to date, to:

E.J. Ralphs, Assistant Vice President & Manager Personnel - U.K.  
American Express International Banking Corporation,  
252/257 High Street North,  
Poole, Dorset BH15 1DW.



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Candidates should apply in writing or by telephone to:  
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9th Floor, 26 Finsbury Square  
LONDON EC2  
Telephone: 01-638 3500

All applications will be treated in strictest confidence.

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THE ARTS

Record Review/Kevin Henriques

Eclectic choice in the new mood

Elektra/Musician is one of the newest and assuredly one of the most enterprising jazz labels extant.

American Classic (MUS K 52992) finds tenor-saxist Dexter Gordon in storming form with his regular rhythm section plus, on some tracks, Grover Washington, Jr. on soprano sax and Shirley Scott on organ.

Recorded in America only a few days before Gordon's memorable tenor joust with Johnny Griffin at last March's Camden Festival, the album is vitally enhanced by the contributions from the two guests, especially Shirley Scott, no stranger to organ combinations.

This LP also ends with an interview, a doubtful bonus missing from Observations & (MUS K 52986) by Billy Cobham's Glass Menagerie.

presses his musical aims on the liner note stating that his group plays what they feel "is the music of today."

A new jazz label series of releases reveals Dexter Gordon - and others - in storming form

(MUS K 52403) by pianist David Sancious, also composer of the nine solo pieces. Originally released on the Arista label several years ago this disc reveals Sancious as a fiercely two-handed player, able to evoke the way-down churchy feeling (as on "Sunday") as well as ability to convey relaxed atmosphere (eg "Silent Scenes").

Two Elektra/Musician releases (both of over 25 years' vintage) would have benefited from modern recording technology but in all honesty they were not professional recordings originally.

to be found on other, better quality recordings. For most of the time pianist and bassist are inaudible or inadequately mixed and although Brown is never less than at the height of his imposing creative power (especially on "What's New?") I question the wisdom of buying low-fidelity material when better quality is available.

Charan the Thief/Riverside Studios

Rosalind Carne



Ravi Lal and Govind Ram in Charan the Thief

Charan's story unfolds with casual inconsequentiality on a bare wooden stage with a central raised platform, backed by two poles and a transverse branch. He meets and robs a succession of passersby and is perpetually hounded by a zealous policeman who later becomes his ally.

Verdi and two British premieres

The performance of Verdi's Requiem that opened the Festival was repeated on Tuesday with the same forces conducted by Claudio Abbado. Some said that it had an extra degree of steady assurance, though no performance led by those majestic sopranos Margaret Price and Jessye Norman could really sound anxious.

Shaw and Pinter for National in October

The National Theatre is to present Bernard Shaw's Major Barbara in the Lyttelton on October 27, directed by Peter Gill and designed by Alison Chitty. The cast includes Brewster Mason as the arms manufacturer Andrew Undershaft, a part he played for the Royal Shakespeare Company in 1970, and Penelope Wilton as Barbara.

Escaped Carreras. At the end, Miss Price's penetrating whimpers were as magisterially laden with feeling as her last tremulous B-flat.

The London Symphony produced a wonderful, fine-grained pianissimo for Abbado as well as an all-out blaze when required (two bass drums were thumped in the "Dies irae," less unnerving than the single gigantic drum that Giuliani has always preferred). Fullness and firmness were the chief

Messiaen/Elizabeth Hall

The blight of personal misfortunes that has descended on this year's South Bank Summer Music did not relent for Tuesday's all-Messiaen programme. As originally planned, the first half of the programme should have been devoted to Fêtes des Belles Soeurs, for six ondes martenot, which Messiaen wrote in 1937 and arguably the least performed (it is still unpublished) of all his works.

EDINBURGH FESTIVAL

strengths of the big Edinburgh Festival Chorus, rather than inclusive edge. The "Sanctus" was fleet but not ideally right, with a slight scramble at the start which was one of the few unfocused moments in the performance.

Cherry Jones and John Bottoms in the American Repertory's lively Moliere show, Sganarelle.



Cherry Jones and John Bottoms in the American Repertory's lively Moliere show, Sganarelle.

A quartet of farces making free with Moliere

Sganarelle performed by the American Repertory Theatre at the Royal Lyceum is not Moliere's early farce, but a quartet of farces featuring the eponymous comic in different accents. It is done in a freely-improvised style under the direction of Andrei Serban, who had intended originally to direct Bulgakov's play about Moliere now to be seen at The Other Place in Stratford-on-Avon.

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THEATRES

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F.T. CROSSWORD PUZZLE No. 4958

Crossword puzzle grid with clues for Across and Down. Clues include 'Act as one in charge, knock block off (6)', 'Label cup untidy? That's criminal (8)', 'Lord's depressed state (6)', 'Battlesfield where Alf reads tests? (8)', 'Proximity by headland (8)', 'A very loud man makes a disturbance (6)', 'Form of discipline Goya could exhibit (4)', 'Book's version in which writer is the one who prepares it! (10)', 'Analogous, like animals walking (2, 3, 5)', 'Just to water (4)', 'Way to bend stiffener (6)', 'He agrees with the nurse in the plant (8)', 'Judge too highly the cricket team's concern (8)', 'Architectural print (6)', 'Fixes the gang that goes into the boss (3-5)', 'Associate learner in kind of car (6)', 'Decaying bone lay as rubbish (7)', 'Shrub has garden could produce (9)', 'Smear, a "no" intended to convey (6)', 'Young member of Anatidae family was objectionable (4)', 'At the tee, a golfer's shout for cover (8)', 'The French in the drinking place, dim (5)', 'Tried out the composition? (7)', 'Do English cuss, perhaps, when receiving change in these (7)', 'Nurse? She is with child outside (7)', 'Work for little here just mopping up? (5-4)', 'Those sprain, we hear? That's shocking (8)', 'Large houses could appear like skeletons (7)', 'Complaint of a listener (7)', 'English month in celebration of the beginning (2, 4)', 'Danger warning in a healer therapy (5)'. Solution to Puzzle No. 4957 is provided at the bottom.

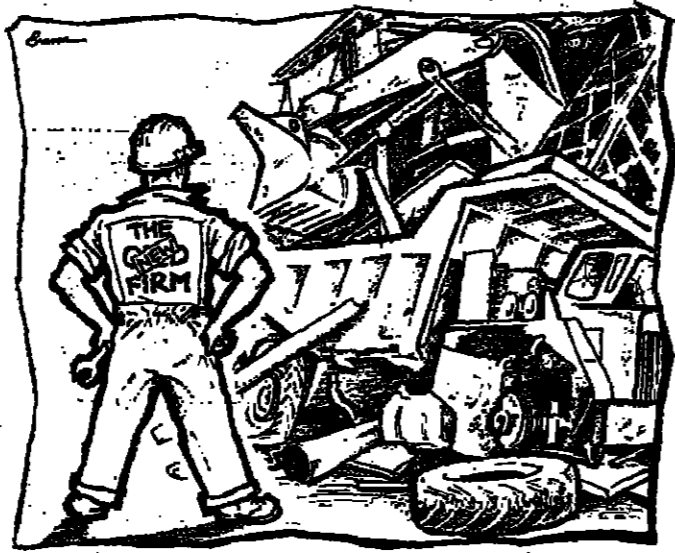


هنگام الکحل

Letters to the Editor

Government policy helping the growth of the small builder

From the Editor, Professional Builder. Sir—The construction industry as a whole is indeed in a bad way (Mr Shaun Leslie, August 23), but calling for an across-the-board boost from all revenues may not give the desired result. In fact, Government policy may be regarded as working in at least one part of the industry—the smaller firms and self-employed individuals who have been taking on the maintenance, renovation and extension work which now accounts for some 40 per cent of all work, and which is further forecast to grow by another 4 per cent in each of the next two years. Such is the success of this sector compared with the rest of construction and with other parts of industry, that the industry is actually growing in size—latest figures on the formation of new companies (FT, July 22) show construction putting on another 5,400 firms in 1981 as registered for VAT. This is more than any other industrial sector. There is evidence that both tradesmen from the larger building companies and individuals, including former executives, from other industries, are setting themselves up as builders and operating much to the discomfort of established firms. Also upsetting for larger companies is the fact that it is often the "small works department" which is keeping the larger contractor viable. Like other forecasters, I do not believe this pattern will change: the backlog of repair, maintenance and improvement work is too large. But a blanket refutation across all parts of the industry would create problems of supply, particularly of craftsmen, and there would have to be considerable inflationary pressure through trying to attract back into large contracting firms those individuals who have taken the Government's challenge and set up small firms. John Garratt, Vale House, 32, Vale Road, Bushy, Watford, Herts.



effect often open to outside individuals via staff purchases. Wholesaling or warehouse premises which are granted a conditional retailing permission usually in the region of 10 per cent. Manufacturing companies who buy in special lines in addition to their own products and have a full-scale retail operation from industrial or factory premises. With the first group (covered by your article), we can understand the need for a certain amount of accommodation in respect of surplus seconds or rejects, provided the facility is kept in perspective as an ancillary to the main manufacturing operation. Similarly the second group have been located mainly in areas of previous industrial activity, usually in inner cities, where diversification programmes have benefited by the granting of retail permission to otherwise-empty factory premises. Where such permissions have been obtained we see the activity as a possible aid to resuscitation of inner city commercial viability. We cannot understand, however, how the other categories are allowed to continue by planning authorities who have the duty to enforce the conditions of the Town and Country Planning (Use Classes) Order 1972. As an organisation founded upon the principle of private enterprise, we accept that it is not the function of legislation to differentiate between one class of business and another in the matter of commercial competition. We do, however, feel

Increased competition for retailers from the factory shop

From the Secretary, National Chamber of Trade. Sir—I read Nick Garnett's article (August 19) with interest as we have been concerned for some time at the growth of retailing activities being carried on from industrial and manufacturing premises. From our researches into the subject we have been able to categorise retailing from factory or industrial premises into various groups. Manufacturing companies who sell their own products, surplus to the public on limited occasions. Premises from which previous manufacturing or industrial processes have been terminated and which premises are then used by retail concerns. Manufacturing companies who open retail shops, ostensibly for staff, but which are, in

the evidence points to certain abuses of planning legislation in particular which are having an adverse effect on the general social and economic environment of some of our towns and cities. The damage that can be done to the trading community by the continued activities from factory shops eventually will be felt with the demise of established retail businesses who contribute significantly to the funding of the social fabric of the area through their rates. We feel that planning permission should only be granted where the premises are suitable for the primary purpose of retailing goods to the general public. Bernard Tennant, Enterprise House, Healey-on-Thames, Ozon.

The Inland Revenue's clarification of second-hand bonds

From the Chairman, Acrill, Carr and Partners. Sir—Well, well. Following hard on the heels of Mr Harpreet's very pertinent letter (August 23) on "punk litigation", we now have in the terminology of the day a "punk clarification" by the Inland Revenue of Mr Nicholas Ridley's statement on June 24 concerning second-hand bonds. This raises important issues and while I appreciate the truth of La Rochefoucauld's maxim that it is amazing with what fortitude we bear the misfortunes of others, it is in the interests of all taxpayers to ventilate them. Earlier in the life of this Government Mr Peter Rees, a Treasury Minister, confirmed that the Government had set its

face against retrospective legislation such as Section 31 of the 1978 Finance Act which struck at commonly carry schemes. But "in the rare circumstances under which retrospective legislation would be contemplated" there would be a Ministerial statement in the House of Commons and the subsequent provisions would be formally introduced in the next Finance Act with retrospective effect only to the date of the statement. Mr Ridley's statement said, inter alia, that "the Government have therefore decided to introduce legislation in next year's Finance Bill to amend... with effect from midnight on Friday June 25 1982. An assignment thereafter for money or moneys worth of any policy or contract (including existing policies and contracts) will no longer remove any subsequent profit arising from a charge to income tax. He also said that interest-free loans under the chargeable event legislation are treated as partial surrenders and liable to an income-tax charge. That is not correct, since all the holders of bonds carrying such loan rights and issued prior to 1974-75 are unaffected by subsequent legislation and the happy owners are enjoying them to this day. Perhaps this is enough to qualify it as a "punk statement." It is in any case relevant to what follows. The Inland Revenue's "amplification" now introduces that very retrospective legislation

against which this Government has set its face. For example, and this is not a hypothetical instance, a holder of a second-hand bond acquired in 1979 has invested a further £50,000 on August 12. And why not? The Ministerial statement was clear enough. Ah, but we now learn (August 24) that policies assigned before June 25 will also be caught if further capital was injected after July 25, and also (another non-hypothetical case) if a loan was taken after June 25. I demand at the very least a "punk elucidation." R. J. B. Seldon, Tricorn House, Fire Ways, Hagley Road, Birmingham.

Ahead of their time

From Mr B. Fee. Sir—Do we underestimate our civil servants? Do we always appreciate all that they are able to do for us? I ask because I have just received a notice from the Department for National Savings informing me that the seventh anniversary value of my SAYE contract has been calculated "using the September 1982 retail prices index." No retail prices index? As the letter states, I have generally available until next month, and the September figure not until October, this seems a truly remarkable achievement on the part of the DNS. Now it occurs to me that, as the rate of inflation is a vital economic indicator, this information might be considered of some relevance by dealers in the gilt-edged market and I should be happy to make the figures available to inquirers. Would, however, a dealer making use of this information be rightly regarded as liable to prosecution as an "inside trader"? B. S. Fee, 6, Bedford Place, WC1.

country "where" nationalist guerrillas are fighting South Africa forces" you imply that the whole territory is racked by guerrilla warfare as was the case in pre-independence Zimbabwe. The conflict is, in fact, confined to the border area in the north which is the area Swapo raids from Angola. Namibia is only "ruled" by South Africa in the spheres of foreign policy, security and constitutional. All other matters are the executive responsibility of the Council of Ministers. The Council of Ministers is 100 per cent Namibian and has a black and coloured majority (10 Ministers out of 12). It was not "created" by South Africa, although certainly South Africa made possible the formation of a true, elected, internal government. Members of the Council of Ministers and the National Assembly (Parliament) were democratically elected by the people living in Namibia, and no one else. Nicholas Gordon-Brown, Namibia Information Service, Lloyd-Hughes Associates, 66/70 Borough High Street, SE1.

these days (unless they brew it cheaply themselves). Quality of German beer is recognised world wide: some of the imitation Continental lagers brewed in the UK are very poor drinks by comparison. Certainly the legal requirement that German beers sold in Germany (not necessarily those exported) be brewed only from malted barley, hops, yeast and water, has made a major contribution to maintenance of quality standard and customer loyalty. The drinker is voting with his feet, and I suggest that our brewers look hard at value for money they offer. David Callow, 14 Claremont Road, Twickenham, Middx.

Folie de grandeur near Paris

From Mr P. Tetley. Sir—The report (Men and Matters, August 20) that the CEA and Electricite de France are jointly investigating the possibility of a small (300 Mw) nuclear reactor becoming the power source for the Paris district heating scheme, indicates the surreal and absurd logic of the nuclear power lobby. The existing district heating scheme consists of pumping stations pumping hot water into a network of pipes laid below a district of Paris and providing both hot water and heating for the population of the district. This scheme—one of the few geo-thermal projects in Europe—satisfies the needs of the people for low grade heat and power in an efficient, economical and safe manner. The citizens of Paris should ask themselves why this scheme should be replaced to satisfy the folie de grandeur of the atomic power lobby? P. Tetley, 16, Hill Crest Road, Birmingham.

Beer drinking in decline From Mr D. Callow. Sir—I learn (August 19) that Britons in 1981 drank 13 pints of beer per head less than we did in 1976, and that "falling trade hit the British brewing industry's employment levels." On the other hand, West Germans, according to the same article, drink 30 per cent more beer per head than we do—and this in a country with substantial wine production and consumption. If British brewers wish to draw any conclusions from the success of their Teutonic rivals, perhaps they should consider two classical aspects of marketing any product—price and quality. Empirical observation shows me that draught beer in a normal German "Gasthaus" costs about a third the price of a pint of bitter in an English pub. The wealthy Germans can buy bottled beer to drink at home at prices significantly below this. But here in England, my acquaintances and I have certainly reduced our pub intake over recent years, following swingeing price increases—and people seem to drink less beer at home

Difficult to find Dun Roamin

From the Managing Director, Industrial Safety and Fire Equipment. Sir—I was interested to read Mrs M. Rosenberg's letter (August 20) suggesting that illuminated house numbers would be a boon to visitors and various emergency services visiting houses after dark. Her suggestion should merit consideration, but I wonder if there is a market for such a product when so many houses carry no numbers at all. In the addresses in letterheads, in telephone directories, etc. Chief fire officers of my acquaintance complain that when called to a fire at an address which gives a house name but no number, their staff lose precious time trying to find the house. This particularly applies to those long roads where, even though the proper

Namibian peace talks From Mr N. Gordon-Brown. Sir—In your report on the progress of Namibian peace talks (August 19) you make several misleading statements. By describing Namibia as a

Half shares in the family home

From Mr D. Croughton. Sir—Every effort should be made to implement as soon as possible the recommendation of the Law Commission that wives should automatically receive half-share of the family home. As the recommendation is supported by the Equal Opportunities Commission it follows by implication that men too will enjoy the same rights. Thousands of men who have lost most, if not all, of their own homes in the process of divorce will happily support such a move towards equality. If any readers are currently contemplating divorce on the basis of equal shares then, as things stand at present, they can expect a rude awakening. D. P. Croughton, 51 North Street, Wellington, Somerset

Battle for tiles

From Mr P. Young. Sir—Mrs M. Rosenberg (August 20) suggests new products to create employment. How about production to meet existing demand? The ceramic tile makers (August 19) point to their battle against fancy foreign imports yet it is difficult to get replacements for existing plain tiles not a dozen years old. I need some white edges to replace those that have chipped and cracked but my request makes retailers shake their heads. Peter Young, 21 Koble Close, Pound Hill, Crackley, Sussex

How Procter and Gamble is fighting a rumour

What the Devil...

By David Churchill, Consumer Affairs Correspondent

DO YOU believe that Procter and Gamble—the largest manufacturers of household goods in the world—is in league with the Devil? It is possible that the company which allows housewives to wash whiter than white with Dax and Ariel detergents is paying homage to the Prince of Darkness? You may not believe it—but many thousands of Americans over the past couple of years seem to have been troubled by assertions that P & G has signed a pact with Satan to help boost sales.



Although originating in the "Bible Belt" of the Deep South, this bizarre notion has spread not only throughout the U.S. but also to Britain. In the past few weeks P & G's Newcastle headquarters has been receiving about half a dozen letters or phone calls a day about it. Moreover, many churches—mainly in Baptist churches—have been issued with leaflets asking: "Is Satan creeping into your kitchen?" What may seem nothing more than a sick joke to many people on both sides of the Atlantic has now been taken seriously enough by P & G to force it to go on the offensive. In the U.S., the company has initiated five legal actions and, in late June, undertook a massive and costly public relations campaign to denounce the idea as "malicious and totally false."

P & G's logo, in use for more than a century, in which Bible Belt fundamentalists now find a sinister significance

To most people, the number 666 has little or no significance; but for those in the Bible Belt it has a great deal of meaning. In the Book of Revelations, chapter 13, verse 18, it says: "Let him that hath understanding count the number of the beast: For it is the number of a man; and his number is six hundred three-score and six." The scenario that has been built up around the "number of the beast" involves the coming of the anti-Christ, a false Messiah, who will rule over a seven-year period of great world hardship before the coming of the true Christ. During these seven years, the anti-Christ for Devil will require people to wear the number 666 in order to buy food and other necessities of life. Christians who wear this number will not be saved, so the fundamentalists believe. Since the stories first started two years ago, P & G initially responded with a "back-ground briefs" to newspapers in areas where the stories were strongest and letters to 67 national religious leaders and 48,000 religious organisations alerting them to the problem. However, P & G decided to

"go public" with a national PR campaign when it received some 15,000 phone calls on the subject in June of this year. (The company lists a "freefone" number on its products in the U.S. to enable customers to phone in with complaints.) The PR campaign was given impetus by the company taking out lawsuits against named individuals for spreading the story.

Although P & G has come in for some criticism among the grocery trade in the U.S. for over-reacting to the affair, the company is publicly happy with the media coverage of its position. The number of phone calls about the issue fell off sharply in July—from 15,000 to 5,000.

Yet one consequence of P & G's aggressive U.S. campaign to "quash" the story has been a spread of the U.S. South religious groups have even gone to the trouble of publishing and distributing leaflets among churchgoers calling for a boycott of P & G's products. However, major retailers in both Britain and the U.S. have not noticed any sign of a consumer boycott by religious zealots. Lacking effect and many have pointed out that they have only become aware of the story because of P & G's own publicity doings.

In the UK, where the problem has only manifested itself in the past few weeks, P & G's response has been more low-key. But the company admits that it is "very concerned" at the spread of the notion in the UK, especially by the leafletting of churchgoers. Yet it now seems that the P & G campaign in the U.S. at least may have had little effect or simply just made even more people aware of the story. A survey carried out by the Statistic Research Institute, Centre in the U.S.—for the trade magazine "Advertising Age"—

suggests that P & G may have overreacted badly to what most people have simply laughed off as a joke. How did P & G, which has developed the selling of fast-moving consumer goods into a fine art, ever get into such a situation? The answer lies in the corporate logo—in use by P & G for over a century—showing the "man in the moon" surrounded by 13 stars representing the original 13 U.S. colonies. This logo is found on all P & G products and a version stands in the entrance hall of the company's UK offices in Gosforth, Newcastle upon Tyne.

Peter Blood, director-general of the UK Institute of Marketing, points out the dangers of what may prove a "storm in a teacup." "It's a legitimate management technique to do nothing in such cases," he says. "However, if there is a danger of such rumours becoming inflated to national significance, then executive action is required." In P & G's case, he adds, "perhaps it might consider changing its corporate logo."

COMPANY NOTICES, PUBLIC NOTICES, PERSONAL, RETAKING 'O' or 'A' LEVELS, ART GALLERIES, CLUBS

FINANCIAL TIMES, PUBLISHED IN LONDON & FRANKFURT, Are Lead prices a weight on your mind? Be prepared—follow the trends read the experts' forecasts in FINANCIAL TIMES WORLD COMMODITY REPORT a specialist weekly newsletter

Companies and Markets

UK COMPANY NEWS

Asda expands to £60m scrip

SECOND-HALF taxable profits of Associated Dairies Group, the dairy, supermarket and superstore concern, rose from £28.8m last time to £32.2m. As a result, full year figures to May 1, 1982 showed an advance from £51.3m to £60.7m, on turnover of £1.1bn, compared with £1.0bn. Earnings per share rose from 2.39p to 2.55p, on an adjusted basis from 10.17p to 9.24p. The year's dividend is being effectively raised from an equivalent of 2.3125p to 3.1p net with a final of 1.75p (adjusted 1.5p). A one-for-three scrip issue is also proposed.

Squirrel Horn sharply lower

A downturn in pre-tax profits from £300,350 to £168,852 is reported by construction group Squirrel Horn for the half year ended July 2 1982. Turnover for the period edged ahead by some £170,000 to £3.7m. Stated earnings per 12 1/2 share declined from 2.83p to 1.59p. The net interim dividend is held at 0.75p—a final of 1.0025p was paid previously.

Blue Circle setback in the Americas

A SETBACK in the Americas has adversely affected half year results of cement manufacturer, Blue Circle Industries. For the six months to June 30, 1982, pre-tax profits have fallen by £3m to £48.1m on a lower turnover of £369.9m, as against £52.4m.

With stated earnings per £1 share ahead from 33.9p to 28.4p, the interim dividend is being raised from 5.75p to 6p net per share—last year's final was 11.75p—and pre-tax profits totalled £104.1m.

Pre-tax results for the first half were, after charging depreciation of £36.1m (£36.3m) and net interest of £3.8m (£2m) and crediting associates' contributions of £30.5m (£18.8m).

UK trade deliveries of cement of 3.8m tonnes equalled those of the first half of 1981, despite a very poor start to the year due to severe weather conditions.

Pearl Assurance underwriting loss doubled

NET PROFITS of Pearl Assurance Company were almost 10 per cent down at the half year stage from £5.76m to £5.24m. A 9 per cent increase in life profits from £4.53m to £4.96m and a 21 per cent rise in net investment income of £1.23m to £1.29m, however, the interim dividend is lifted nearly 12 per cent from 8.5p to 9.5p.

The underwriting loss on the general insurance business almost doubled from £2.92m to £5.64m on premium income up by 10 per cent from £35.11m to £38.54m. The underwriting loss on UK business, mainly domestic, rose from £2.94m to £4.74m, largely because of the severe winter weather.

Industrial branch were marginally lower at £13.7m against £13.91m. But in the last two months of the half year period premiums were around 8 per cent higher than in the corresponding months last year.

First half sales rose from £26.2m to £27.19m but trading profits dropped to £555,000 (£1.33m).

Wallpaper puts A. G. Stanley in the red

FOR THE six months to July 3 1982 A. G. Stanley Holdings plunged £1,700,000 into the red at the pre-tax level, compared with a surplus of £592,000 of the corresponding period last year.

The directors say the wallpaper unit was the main problem area, where a trading loss of £623,000 was incurred. They add that corrective steps there have inevitably led to redundancies, the sum of which (£310,000) is reflected in the results.

Stanley has finally taken an axe to the fat overheads it inherited when it bought the Holmes Chapel wallpaper mill from Crown two years ago.

London Brick advances 45%

IMPROVED TRADING in the second quarter at London Brick has meant that recovery has come through rather more quickly than anticipated at the time of the company's annual meeting in May.

For the first six months of 1982, pre-tax profits have climbed by 45 per cent from £5.16m to £7.48m, on turnover some 9 per cent higher at £80.54m, compared with £69.54m.

While the group's subsidiaries have contributed to the increased profit, the major turnaround has been in bricks where the rise in turnover and economies that have been achieved resulted in better margins, the directors state.

The building industry is still in recession, they say. There has been a welcome improvement in housing starts from the exceptionally low 1981 level but other sectors of construction remain depressed. The fall in interest rates provides hope for the future, but more immediate considerations of low industrial activity and high unemployment remain.

First-half taxable profits were struck after interest paid of £965,000 (£723,000), investment income of £106,000 (£267,000) and a share of associate's profits of £286,000 (nil).

The associate's profit is derived from the group's initial investment in Brick and Pipe Industries of Australia. The approval of the Australian Foreign Investment Review Board to increase the holding in Brick and Pipe was received in June and this has enabled the group to complete its purchase of the stock. The chairman of London Brick has joined the board of Brick and Pipe and a further director will be appointed in October.

comment

The half-yearly figures from Pearl Assurance contained few surprises. The company's largely UK based domestic general insurance account was bound to be hit hard by last winter's severe weather, while the motor account continues to struggle against falling numbers and rising claim costs.

comment

Stanley has finally taken an axe to the fat overheads it inherited when it bought the Holmes Chapel wallpaper mill from Crown two years ago.

comment

Lex looks at the figures from Blue Circle Cement where, even though hit by the deterioration in Mexico and Chile, the decline in first-half pre-tax profits has not been anything like as great as feared, and the board displayed its confidence in its strategy by boosting the dividend payout.

HIGHLIGHTS

Lex looks at the figures from Blue Circle Cement where, even though hit by the deterioration in Mexico and Chile, the decline in first-half pre-tax profits has not been anything like as great as feared, and the board displayed its confidence in its strategy by boosting the dividend payout.

Liberty Life Association of Africa Limited. INTERIM REPORT for the six months ended 30 June 1982. Table with columns for 1982, 1981, and Year ended 31 December (Audited). Rows include Premium income, Net investment and other income, Total income, etc.

Utd. Tobacco well ahead at mid-year

Pre-tax profits of United Tobacco, the £3.8 per cent-owned South African subsidiary of B.A.T. Industries, rose from £4.17m to £5.64m (£2.86m) in the first half of 1982. Turnover was 23 per cent higher at £64.1m against £52.7m.

Newmarket Co. (1981) at \$1.51m

Net revenue for the six months to June 30 at Newmarket Company (1981) was \$1.51m (£946,000) on total revenue of \$2.4m by the directors in their second quarterly report.

DIVIDENDS ANNOUNCED. Table with columns: Company, Current payment, Date, Corresponding year, Total last year, Total year.

The First Scottish American Trust PLC. Interim Statement (Unaudited). Table with columns: July 31 1982, July 31 1981. Rows include Gross Revenue, Interest, Expenses, Taxation, etc.

M. J. H. Nightingale & Co. Limited. Table with columns: 1981-82, Company, Price Change, Gross Yield, Fully Paid. Rows include High Low, 128 120 Ass. Brit. Ind. Ord., etc.

LONDON BRICK INTERIM REPORT ISSUED BY THE DIRECTORS OF LONDON BRICK PLC. Table with columns: 6 months to 30 June 1982, 6 months to 30 June 1981, Year to 31 Dec. 1981. Rows include Turnover, Operating Profit, Interest Paid, etc.

2) Unaudited Consolidated Results on the Current Cost Accounting Basis. Table with columns: 6 months to 30 June 1982, 6 months to 30 June 1981, Year to 31 Dec. 1981. Rows include Turnover, Operating Profit, Interest Paid, etc.

DECLARATION OF INTERIM ORDINARY AND SPECIAL ANNIVERSARY ORDINARY DIVIDEND. Notice is hereby given that the undementioned dividends have been declared in respect of the ordinary shares for the year ending 31 December 1982, payable to shareholders registered in the books of the company at the close of business on Friday, 10 September 1982.



هكذا من الأجل

Sharp downturn at Johnson Matthey

TAXABLE PROFITS of Johnson Matthey in the three months to June 30 1982 fell sharply from £12.05m to £7.02m, on invoiced group sales...

Midway rise to £7.25m for Slough Estates

Pre-tax profits of Slough Estates in the half year to June 30 1982 are up from £6.89m to £7.25m, on group turnover expanded from £21.85m to £25.55m.

Francis Shaw improves in first half

The progress made by Francis Shaw in the second half of 1981 has continued in the first six months of this year.

Acquisitions boost Queens Moat

PRE-TAX PROFITS of Queens Moat Houses in the period from January 1 to July 18 1982 rose from £504,000 to £1,098m, after group turnover almost doubled from £7.75m to £15.15m.

company has achieved organic growth within the existing base. The announcement that the profit forecast at the time of the rights issue will be "exceeded" seems due to the unexpectedly large fall in interest rates since then...

Valve controls lift Rotork

FIRST HALF taxable profits of Rotork rose from £1.4m to £1.58m, with stated earnings per share coming through 6.4p higher at 3.6p.

Desoutter expects to hold profit

MARGINALLY LOWER pre-tax profits of £1.02m against £1.08m were produced by Desoutter Brothers (Holdings) for the six months to June 30 1982.

Pentos interim losses cut sharply to £0.94m

ON SALES down from £35.4m to £29.36m industrial holding Pentos reduced its pre-tax losses by £57,000 to £937,000 for the six months to June 30 1982.

William Jacks slips halfway to £145,757

A REDUCTION in pre-tax profits is shown by William Jacks from £151,785 to £145,757 for the six months to June 30 1982.

Yearlings total £18.6m

Yearling bonds totalling £18.6m at 10 1/2 per cent redeemable on August 31, 1983 have been issued this week by the following local authorities.

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THE GLYDESDALE (TRANVAAL) COLLIERIES LIMITED. COMBINED INTERIM AND QUARTERLY REPORT (Unaudited group results). Table with columns for Quarter ended, 12 months to, and 12 months to. Rows include Tons sold, INCOME, Deduct: Amortisation of mining assets, NET INCOME AFTER TAXATION, CAPITAL EXPENDITURE.

BOARD MEETINGS. The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether the dividends are interim or final and the sub-dividend shown below are based mainly on last year's interim dividend.

Charterhouse Petroleum

Further progress during first half 1982. Table with columns for 6 months ended, 6 months ended. Rows include Turnover, Profit from oil production, Profit before taxation, Profit after taxation, Dividend per share.

Note: The results for both periods are unaudited. Charterhouse Petroleum is an oil and gas exploration and production company with interests in the United Kingdom, Celtic Sea and Middle East.

SEK Aktiebolaget Svensk Exportkredit (Swedish Export Credit Corporation) Stockholm. DM 100,000,000 9 1/2% Bonds due 1987. List of member banks including Westdeutsche Landesbank, Dresdner Bank, etc.

MINING NEWS

Gencor beach mines do well

WHILE some producers of the beach sand minerals, rutile and zircon, are living through hard times, the General Mining Union Corporation (Gencor) group's Australian operations are doing well.

ROUND-UP

America's Newmont Mining has amended its earlier agreement with London's Consolidated Gold Fields group. As a result the latter is now free to purchase a further 4 per cent of Newmont voting stock instead of having to wait until September 1.

UK INVESTS

The Netherlands unit of Canada's Inco nickel giant is to invest \$1m in a joint venture with Taiwan interests to set up a \$6m refining plant in southern Taiwan.

Associated Manganese Mines of South Africa, a member of the Anglovaal group, has lifted pre-tax profits for the year to June 30 to R17m (£8.5m) from R13.2m a year ago.

BIDS AND DEALS

U.S. court blocks Global takeover

BY CHARLES BATCHELOR

A U.S. court yesterday issued an order temporarily restraining Global Natural Resources from completing its proposed \$44m acquisition of McFarlane Oil while a UK court effectively lifted a similar ban.

Mixconcrete holds out on Pioneer offer

The board of Mixconcrete have reaffirmed their view that the net asset value of the company is substantially in excess of the Pioneer Concrete offer price of 155p per share.

HUMBOLDT ENERGY/WARWICK PETROLEUM

Humboldt Energy Corporation has entered into an agreement to purchase 1,314,938 (59.7 per cent) of the outstanding shares of Warwick Petroleum in exchange for 131,498 subordinate voting shares.

SHAW AND MARVIN PREMISES SALE

Shaw and Marvin has entered into a contract with Arundel Industrial Estates for the sale of its freehold premises at Station Road, Beeston, near Nottingham.

SHARE STAKES

Archimedes Invest Inc: A group of French pension funds of the Caisse Nationale de Prevoyance du Batiment et Travaux Publics hold between them 100,000 of capital shares—8.16 per cent of capital shares in issue and 5.44 per cent of the issued share capital.

Footwear Industry Investments: Throgmorton Street nominees have acquired 145,114 ordinary shares (3.5 per cent) making their total holding 525,345 ordinary (12.97 per cent).

Hanslet (Holdings): Prudential Assurance holds 40,000 shares and Prudential nominees 48,880 shares, which together make a holding of 7.23 per cent.

Union Discount Company of London: Kuwait Investment Office has reduced its holding of 21 stock units to 940,000 (9 per cent).

Black Arrow: Edban Property Co. owned by Arnold and Maurice Edward, has purchased 132,000 ordinary shares (2 per cent) from NDCG, a sub of Williams and Glyn's Bank.

Babcock Contractors has been awarded a contract by the Egyptian Geological Mining and Survey Authority for the reactivation of the Maghara mine in the Sinai. The coal mine was under construction in 1967 but has not been operated since then.

Work on re-opening has started and it is expected that ultimately the mine will produce 750,000 tonnes per year of coal suitable for steam raising or for blending for the manufacture of metallurgical coke.

The contract will be carried out by the Coal Technology Division of Babcock Contractors, assisted by British Mining Consultants.

LADBROKE INDEX

565-570 (-4)

THE TRING HALL USM INDEX

127.5 (-0.7)

Close of business 25/8/82

Tel: 01-638 1591

BASE DATE 10/11/80 100

EUROPEAN OPTIONS EXCHANGE

Table with columns: Series, Vol., Nov. Last, Vol., Feb. Last, Vol., May Last, Stock. Lists various options for companies like GOLD, AKZO, AMRO, HEIN, HOOG, KLM, NEDL, PHIL, RD, UNIL.

UK ECONOMIC INDICATORS

Table showing Economic Activity indices: Index of industrial production, manufacturing output, retail sales volume, registered unemployment, unfilled vacancies.

EXTERNAL TRADE—Indices of export and import volume (1975=100)

Table showing External Trade indices for 1981 and 1982, including 4th qtr, 1st qtr, 2nd qtr, 3rd qtr, and monthly data.

FINANCIAL—Money supply M1 and sterling M3 advances

Table showing Financial indicators: M1, M3, DCE, BS, HP, MLR for 1981 and 1982.

INFLATION—Indices of earnings (Jan 1973=100)

Table showing Inflation indices for 1981 and 1982, including earnings, basic materials, wholesale, and food prices.

BASE LENDING RATES

Table listing base lending rates for various banks including A.B.N. Bank, Allied Irish Bank, Amro Bank, etc.

Public Works Loan Board rates

Table showing Public Works Loan Board rates for different terms and maturities.

New shape for Crocker National

Crocker National, a San Francisco-based bank, 54 per cent owned by the Midland Bank, has announced a major reorganisation changes as part of a new strategic plan, which is now being implemented.

In its new shape, Crocker will be formed into three main divisions which will concentrate on personal banking, the large wholesale market and the so-called middle market, including the bank's metropolitan and commercial services.

INTL BROKERAGE

R. P. Martin Leasing has changed its name to International Brokerage and Leasing, to reflect the change of ownership which took place in November 1981.

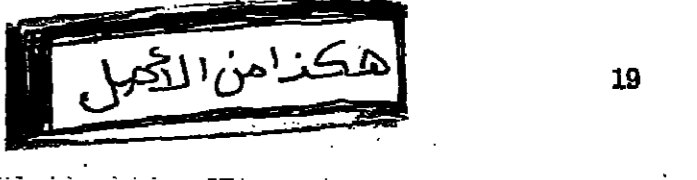
LONDON TRADED OPTIONS

Table showing London Traded Options for August 25, including contracts for BP, GEC, ICI, etc.

LASTMO Interim Results for six months to 30 June 1982. Continued high profitability and cash flow. Profit before taxation 64, Profit after taxation 22, Cash flow 61. Earnings show an increase of 27% on equivalent 1981 results. Interim dividend increased from 4 pence per share to 4.5 pence per share. £163 million major acquisitions of producing and development interests - Beatrice Field in UK and Hudbay in Indonesia and Australia.

July 10 150

COMMODITIES AND AGRICULTURE



Easier trend at wool sales

VALUES for most types of wool were slightly easier at Fremantle and Melbourne wool sales yesterday. Finest quality types were up between 1 per cent and 2 per cent. The Australian Wool Corporation bought 25 per cent of the 15,362 bales offered in Fremantle and 26.5 per cent of the 16,530 bales in Melbourne.

World sugar price falls to three-year low

THE LONDON daily price for raw sugar fell yesterday to its lowest level for three years, after being cut by £5 to £93 a tonne. Although the futures market staged a recovery in the afternoon, the March position still closed nearly £3 lower at £118.135.

Thais cast doubt on rubber deal

THAILAND may not be able to afford to join Malaysia in a plan to withhold some 350,000 tonnes of rubber from the world market for the second half of this year, Mr Chuan Leekhap, Thailand's Agriculture Minister said yesterday.

SPANISH CITRUS Easy peelers lead surge in exports

AFTER being static for years, the British appetite for citrus is beginning to grow. It could not have chosen a better year to do so for Spain, whose 1981-82 exports are already the heaviest for a decade and could, when the season closes at the end of the month, be a record.

It will not be long before the comparison with Continental figures improves. For behind the growth lies not some belated discovery of oranges, but rather a predilection for their up-and-coming cousins, the citrus group known as mandarins, led by satsumas and clementines.

TYFHOON FAYE caused damage to agricultural crops in the Philippines. Flooding in Panay, the armed forces Office of Civil Defence said.

Traders said the decline was accelerated yesterday by the downturn in gold and share prices, which had previously provided a prop to the market by discouraging sellers.

Mr Derek Johnson, general manager of the Swaziland Sugar Association, said he was confident that "any commitment will be lived up to" in spite of the problems for the country resulting from low world market prices.

Mr Chuan Leekhap, Thailand's Agriculture Minister said yesterday. He said that Thailand's 1981-82 exports are already the heaviest for a decade and could, when the season closes at the end of the month, be a record.

Deliveries to the UK came to 103,824 tonnes in 1978-79, 133,580 in 1979-80, 145,433 in 1980-81 and should this year exceed 150,000 tonnes, worth about £50 million.

Spain depends on quality to preserve its lead. In addition to a shift in varietal patterns to accord more closely with market preferences, Spanish producers are today more amenable than they were in regulations aimed at restraining them from rushing in to "catch" European markets by exporting prematurely.

Mr Jack Smorgon, president of the Australian Meat Council, yesterday called on the Government to remain a major factor to decide whether Australia was to remain a major beef exporter with a large regionalised processing industry.

Mr Smorgon said that Australian exporters needed to consider negotiating joint contracts with countries that operated single meat-buying agencies, because in some markets they were undercutting each other.

Gold brings down base metals

FOLLOWING a week of rising prices, gold slipped back a little yesterday, bringing most of the base metals down with it.

With the Peking price up to 29.31 riygits (up 16 cents from the day before), the market seemed still under the control of the International Tin Council buffer stock manager who reportedly made fresh purchases in London yesterday.

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LONDON OIL SPOT PRICES

Table with columns for Oil Type, Price, and Change. Includes items like Arabian Light, Brent, and Heavy Fuel Oil.

GAS OIL FUTURES

Table with columns for Month, U.S. Price, and Business Done. Includes months from August to March.

BRITISH COMMODITY MARKETS

Table with columns for Commodity, Price, and Business Done. Includes items like Tin, Copper, and Zinc.

COFFEE EXPORTS may resume

BRAZIL could open October coffee export registrations this week, trade sources said.

PRICE CHANGES

Table with columns for Commodity, Price, and Change. Includes items like Tin, Copper, and Zinc.

AMERICAN MARKETS

Table with columns for Commodity, Price, and Business Done. Includes items like Tin, Copper, and Zinc.

GOLD MARKETS

Gold fell \$12 in the London bullion market to \$3981.399. It opened at \$4012.402, and touched a peak of \$4034.404.

LONDON FUTURES

Table with columns for Month, U.S. Price, and Business Done. Includes months from August to March.

COCA

Futures eased as expected on the opening due to stronger starting bid than previous reports.

SOYABEAN MEAL

The market opened slightly easier in this condition, reports T. G. Rodrick.

INDICES

Table with columns for Index Name, Value, and Change. Includes Dow Jones and FTSE 100.

EUROPEAN MARKETS

Table with columns for Market Name, Value, and Change. Includes London, Amsterdam, and Zurich.

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Table with columns for Commodity, Price, and Business Done. Includes items like Tin, Copper, and Zinc.

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Gencor chief quits over Sanlam row

BY OUR JOHANNESBURG CORRESPONDENT

DR WIM DE VILLIERS, chairman of Gencor, South Africa's second largest mining group and one of the most powerful figures in the country's Afrikaner business community, has chosen to retire prematurely as a result of a bitter personal dispute with the chairman of the group's largest shareholder.

and liquor combine headed by Dr Anton Rupert. He blamed it on "a fundamental difference of opinion on a matter of principle" with Dr Wassenaar, about whether or not Gencor should continue to invest in a company in which the Sanlam chairman had a personal interest, and of which Dr Wassenaar's son Dirk was managing director.

Dr de Villiers said that he had enjoyed the full support of his fellow directors, and the board of Sanlam, the largest indirect shareholder. "Until about two and a half years ago," he said, "I was in a position to manage Gencor through a holding of just over 50 per cent in Federale Mynbou (Fedmyb) which in turn has 50.5 per cent of Gencor's equity. A further 30 per cent of Fedmyb is held by the tobacco and liquor group Rembrandt, which acquired the stake after helping Gencor acquire control of the then independent mining house Union Corporation in 1974. Rembrandt's chairman Dr

Anton Rupert is a close friend of Dr de Villiers and came to his support when the attacks by Dr Wassenaar were increasing. This led to the public debate and fight over Gencor's future direction. Dr de Villiers says that he has been subjected to continuous harassment by Sanlam which with other events had resulted in an untenable situation. "Under these circumstances it is not possible for me to manage Gencor to the best of my ability and judgment, in the interests of all its shareholders," he said.

Plant closures put Firestone Tire in the red

By Richard Lambert in New York

FIRESTONE Tire and Rubber, the second biggest U.S. tyre-maker, has incurred a net loss of \$27m or 51 cents a share in its third quarter ended July 31, including a \$57m after-tax charge for plant closures. Firestone's net income in the comparable quarter last year was \$22m or 40 cents a share. Sales for the quarter dipped from \$1.09bn to \$992m. The latest quarter's figures brought the nine-month loss to \$14m or 27 cents a share against a profit last year of \$13m or 23 cents a share on sales down from \$3.26bn to \$2.9bn.

International Thomson ahead

BY OUR FINANCIAL STAFF

INTERNATIONAL THOMSON Organisation (ITO) has turned in higher net earnings for the first half of this year, although trading profits were lower both before and after changes in tax payments. At the net level, earnings of \$16.5m (\$28.2m) or 11.8p a share for the year, energy information and publishing

group compared with £15.3m or 11p a year ago, after a near halving of the income tax charge. At the trading level, profits fell from £46.1m to £37.3m, after increased UK petroleum revenue and supplementary petroleum duty charges. Sales jumped from £531.8m to £602.4m.

The board said that in the UK, general business conditions were still affected by the recession, which was having an effect both on publishing revenues and travel bookings. In America, profits would be adversely affected by reduced demand for the group's oil and gas products and for travel services.

GM to revamp commercial divisions

By Kenneth Gooding, Motor Industry Correspondent

GENERAL MOTORS yesterday announced a major reorganisation of its U.S. truck and bus manufacturing operations as part of a determined programme to become the world's major supplier of commercial vehicles. This is one more step in the changes GM is making to coordinate the efforts of its commercial vehicles businesses around the world which include Bedford in the UK, GM of Brazil, and Isuzu, its 35 per cent-owned associate in Japan, as well as GMC and Chevrolet in the U.S.

The scattered elements in GM's truck and bus manufacturing plants in seven cities, are to be pulled together into a new division. The new truck and bus manufacturing division will set up headquarters in Pontiac, Michigan. Mr James McDonald, GM president, pointed out that major operations has about 6 per cent of the free world's commercial vehicle sales. Ford has just under 6 per cent while the Japanese are now taking over 6 per cent.

The changes GM was making would help establish GM as the leader throughout the world in trucks and buses. He predicted free world demand for commercial vehicles outside North America would move up by about 1m to 6.5m by 1987. "By 1990," he added, "commercial vehicle sales in the Middle East, Africa, Latin America and in the Pacific rim are projected to reach 2.5m, nearly equal to combined sales in Europe and Japan. These figures give some idea of the potential out there." Mr McDonald maintained that GM's decision 14 months ago to set up the worldwide truck and bus organisation was "one of GM's most important moves for some time."

IC Industries plans dual currency Swiss franc bond

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

IC INDUSTRIES, the U.S. diversified manufacturing group, is raising \$100m in the Swiss bond market using a dual currency technique that is becoming increasingly attractive to Swiss retail investors. Under this technique investors will pay SwFr 5,000 for each bond and will receive interest in Swiss francs at 7 1/2 per cent. But on redemption in 15 years' time, the proceeds will be returned in dollars and each bond will be worth \$8,200. This would allow the dollar to fall as low as SwFr 0.80 before investors would make a currency loss on the transaction. Those who consider such a rate unlikely stand to make a profit if the dollar rate does indeed turn out higher.

The issue thus combines the attraction of high-yielding dollar paper with some exchange rate protection for Swiss franc investors. Société, which is managing the issue, also said yesterday that investors will be able to redeem the bonds at a price of \$3,616 after eight years, \$4,159 after 10 and \$4,840 after 12 years. Once again there were no new issues of fixed rate dollar Eurobonds yesterday, although terms were set on the \$100m, five-year Yankee issue for Finland by lead managers Merrill Lynch. Finland will pay a coupon of 13 1/2 per cent and the bonds are offered at an issue price of 99 1/2.

In the secondary market, dollar Eurobond prices moved up by around 3/4 point on average in generally fairly quiet trading. But a shortage of paper appears to be developing in the U.S. corporate sector where some issues moved ahead strongly in active deals. The latest 14 1/2 per cent Du Pont issue due in 1989 gained 3/4 points to 102 yesterday, according to its lead manager Morgan Guaranty. Elsewhere the \$7m, 26-year bulldog bond by Electricite de France was priced to give a coupon of 12 1/2 per cent and issue price of \$7,053 by lead manager Kleinwort Benson. At this level the bonds yield 12 1/2 per cent, the lowest yet set on a bulldog issue by a foreign borrower in London. On the continent, D-Mark bonds moved up by between 1 and 1 1/2 points as dealers are now expecting the Bundesbank to cut its official lending rates today. Swiss franc foreign bonds were little changed. Tokyo's Montreal Urban Community is raising Y50m through a 10-year 8 1/2 per cent placement priced at 99.75 per cent by the Industrial Bank of Japan.

Richard Lambert in New York looks at a surprise takeover move

Bendix bid to escape auto industry gloom

BENDIX has been reshaping itself in the last five years to reduce its dependence on the U.S. motor industry, and its bid for Martin Marietta represents by far its biggest step towards achieving that goal. It has been made possible by a series of disposals in the last two years which turned over \$500m of low return assets into a liquid portfolio, which will provide the freepower for the cash element in the Marietta bid.

Washington as President Carter's Treasury Secretary. Since then, his major divestitures have included automotive subsidiaries, large forestry holdings and a 20 per cent stake in Asarco, a leading U.S. copper producer. These sales produced capital gains amounting to some \$275m.

machine tool business, the group expects that its earnings this year will be below the \$7.03 a share that it reported from continuing activities in the year ended last September. Perhaps this was prompted by Bendix to make yesterday's bid move. Mr Agee has made it clear that he is keen to increase

the tide of cheap imports from Japan and South Korea, which together with steeply rising domestic labour costs, are causing mounting job losses. In the year to May 31, BHP's steel division showed a loss of A\$12.6m (U.S.\$12.4m), against a profit of A\$105.6m for 1980-81.

The bulk of its aerospace sales are made under cost-reimbursement type contracts. This division is also involved in solar power projects. As a result of a merger in 1961 as well as subsequent acquisitions, Martin Marietta has a number of other major activities—although these may be of less interest to Bendix. It is an important producer of cement and aggregates in the U.S. and Canada, and it also has a big chemicals business where its products include concrete admixtures, grouting compounds, dyestuffs and organic chemicals and magnesite refractories. It is also in the aluminium business, and its reduction plants are capable of producing over 200,000 tons of aluminium in a normal year.

The offer comes as a surprise, for two reasons. Mr William Agee, the 44-year-old chairman of Bendix, had given the impression that he would prefer to reinvest the company's surplus cash in a piecemeal fashion, perhaps by buying minority shares in other companies, rather than by making a single huge acquisition. And if there was to be such a jumbo deal, Wall Street's favourite candidate was RCA. Bendix bought a 7.3 per cent stake in the company last winter, a move which prompted reports of a bid for the broadcast and electronics conglomerate. Bendix made it clear yesterday that in "redeeming its internal resources to finance the offer, it had no intention at this time to reduce its holding" in RCA.

But despite the hectic pace of Mr Agee's programme, Bendix has remained vulnerable to the squeeze now hitting the heartland of U.S. industry. The automotive business—with products including braking systems, friction materials, steering systems and engine controls—remained the major source of revenue and profits in 1981. Thanks to continuing declines in these activities, and a severely depressed results in its

the group's investment in high technology fields, and the appeal of Martin Marietta seems obvious. The bidder already has an important stake in the aerospace industry. On the aviation side, its products include aircraft wheels and brakes, airborne radar systems, communications and automatic flight control equipment and hydraulic components. It is a major supplier, to the new

Boeing 767 twin jet aircraft. Bendix is also deeply involved in the defence and space programmes providing systems for guiding missiles and space vehicles and numerous other products for the Pentagon. Military and missile sales account for well over half its aerospace revenue. This is where Martin Marietta fits in. The company traces its history back to 1909, when a pioneer aviator, Glenn Martin, incorporated a company in his name. Aerospace activities accounted for two-fifths of its earnings last year, and its products are a roll-call of the U.S. military and space programme—which represents the vast bulk of its sales. From its two main facilities in Colorado and Denver, the group produces the giant external tank for the space shuttle as well as a number of other major elements for its programme. It is playing a key role in development work on the MX missile and the group is the systems integration contractor for the Titan 11L, the standard Air force space launch vehicle. It has been involved in the design, development and production of missiles since 1945, since when its products have included the Pershing surface to surface ballistic missile system, the Patriot air defence missile and the Sprint anti-ballistic missile.

These problems have brought Martin Marietta's shares into Bendix's buying range and the outcome of the bid may well depend on whether Martin Marietta can show that 1982 is just a temporary dip in its strong growth record.

Table titled 'WHERE THE PROFITS WERE MADE' comparing Martin Marietta and Bendix 1981 and 1982 earnings across various categories like Automotive, Aerospace, Electronics, etc.

Nissan Motor and Martin Marietta in technology link

BY RICHARD HANSON IN TOKYO

NISSAN MOTOR COMPANY, Japan's second largest car manufacturer after Toyota, has disclosed a long-term technology exchange agreement with Martin Marietta. The agreement could pave the way for Nissan's expansion of its U.S. aerospace and defence-related business. The agreement will apparently allow Nissan wide access to Martin Marietta technology and this could be used in bidding for future aerospace and defence contracts in Japan. In turn, Martin Marietta is considering the use of Nissan's know-how related to robotics. Nissan currently manufactures solid fuel propellants used

to power rockets and missiles. These are sold both to the Defence Agency and a Government backed space programme run by the National Space Development Agency. The entrance of another group into the competition for defence and aerospace work could present a formidable challenge to the established defence producers. It is believed that the Defence Agency would welcome a fresh infusion of competition. Nissan itself is a relative newcomer to the aerospace business, having acquired its know-how in the mid-1960s upon merging with Prince Motor Company, which had long been involved

and other Mitsubishi group companies. Nissan is a member of the Fuyo group of companies, a descendant of another of Japan's pre-war industrial groupings. The entrance of another group into the competition for defence and aerospace work could present a formidable challenge to the established defence producers. It is believed that the Defence Agency would welcome a fresh infusion of competition. Nissan itself is a relative newcomer to the aerospace business, having acquired its know-how in the mid-1960s upon merging with Prince Motor Company, which had long been involved

Prince's origins can be traced directly to one of Japan's powerful pre-war aircraft manufacturers, Ishikawajima Aircraft. In the turbulent years following the war, the forerunner of Prince also absorbed a part of the defunct Nakajima aircraft maker of Japan's famous Zero fighter plane. Nakajima formed the heart of Mitsubishi's aircraft division. Paradoxically, one other Nakajima spin-off eventually became the Nissan aircraft. Fuji Heavy Industries. Nissan presumably will cooperate closely with Fuji Heavy, taking advantage of its involvement in aerospace work. One other company being mentioned for a possible link with Nissan

in aerospace is Hitachi Ltd, the large heavy electrical and electronics maker. There have been some informal exchanges between the two though nothing serious has so far developed. Hitachi has also bolstered its defence efforts over the past year or so. Nissan said it signed the agreement with Martin Marietta late in June. It is vaguely described as "long-term." Nissan has an aerospace research laboratory and plant in the Western suburbs of Tokyo. Apart from solid fuel propellants for rockets, Nissan has developed an aerospace motor used in adjusting the orbit of satellites.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Tuesday, September 14. Closing prices on August 26

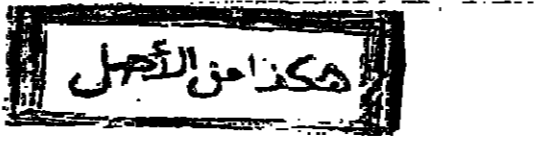
Large table containing bond market data including columns for U.S. Dollars, Straights, Other Straights, Floating Rate Notes, and Convertible Bonds, with various bond names, yields, and prices.

NORTH AMERICAN QUARTERLY RESULTS

Table showing quarterly financial results for companies like ALBERTSON'S, CARSON PIRIE SCOTT, HEDINORD, SWIFT INDEPENDENT, UNITED BRAND, and WEST VACO.

Table showing quarterly financial results for companies like SUPERMARKETS GENERAL, SYSCO, and WEST VACO.

Table showing quarterly financial results for companies like YEN STRAIGHTS, YEN STRAIGHTS, YEN STRAIGHTS, and YEN STRAIGHTS.



هكذامن الاجل

Companies and Markets **INTL. COMPANIES & FINANCE**

# MAN shareholders may face cut in dividend

BY KEVIN DONE IN FRANKFURT

MAN, the West German commercial vehicle and mechanical engineering group, warned shareholders yesterday that it may have to cut its dividend for the year ended June 1982. For the previous year it paid DM 7 a share.

Major contracts won in recent months have been booked at sharply reduced prices in the face of fierce international competition, which has depressed profitability.

In addition MAN is still accumulating heavy losses in bus manufacturing and its Argentinian subsidiary has run into major difficulties as a result

of the collapse of the local economy.

The group, which is 75 per cent-owned by GHH, Europe's largest mechanical engineering concern, managed to increase turnover modestly last year by 7 per cent to DM 9.6bn (\$4bn). Profit figures are not yet available.

New orders won last year also rose, by 7 per cent to DM 10.5bn boosted by several large plant contracts, but MAN warns that demand in the second half dropped substantially. The value of orders at the end of June stood at DM 10.3bn, however, some 10 per cent higher

than a year earlier.

In operations with short delivery periods, the worldwide recession has begun to bite sharply into demand and MAN has been forced to introduce short-time working in both its commercial vehicles and compressor building activities.

The company is no longer finding it possible to compensate for the recession in the domestic market through higher export sales and has been hit particularly by the slower growth in demand from member-countries of the Organisation of Petroleum Exporting Countries.

# Kuwaiti bid to end market crisis

KUWAIT — The Government has announced measures designed to end a crisis in the country's stock market, ranked eighth in the world, where prices have plunged for several months.

Jazim Al-Marzuqi, Kuwait's Commerce Minister, announced a three-point plan on Monday in an apparent bid to help restore confidence in the market.

The plan involves a temporary ban on forming so-called closed companies, which have restricted shareholding, the quick formation of a cheque clearing company, and liaison between the Government and the central bank on credits for investors.

Prices fell on the market, which had a 1981 turnover of KD 1.9bn (\$6.5bn), partly on fears about the Iraq-Iran war. Fighting is going on just 100 kilometres from the city of Kuwait.

A huge number of post-dated cheques estimated by bankers to be worth KD 4bn, have been used by investors to purchase shares on the assumption that subsequent sales at a higher price would provide funds to meet the cheques.

Many of these investors will now be hard pressed to honour their cheques in a sharply declining market.

Creation of a cheque clearing company is expected to be a temporary measure. It will begin operations on September 1 and attempt to clear cheques from the official market and Souq al Munkhwar, an unregulated market where shares of 40 offshore Gulf companies are traded.

The clearing firm is expected to be capitalised at over KD 100m.

The flurry of speculative activity began in January at a local share market in Kuwait, and spread to the official market.

Prices have since dropped dramatically on both the unofficial market, where shares of companies based in other Gulf states are traded, and on the official exchange. The Euro-Kuwaiti investment company all-share index dropped to 496.7 last week from a peak of 605.3 on May 5.

Reuter

# Sandvik pre-tax earnings halved

BY WILLIAM DULLFORCE IN STOCKHOLM

SANDVIK, the Swedish cemented carbide and steel group, reports pre-tax profits of SKr 103m (\$16.9m) for the first half of 1982, against SKr 214m. Sales advanced by 11.7 per cent to SKr 4.7bn, but this veiled a 4 per cent decline in volume.

The group's previous steady profit record was marred last year when earnings plunged to SKr 519m from SKr 746m in 1980. The continuation of the profit slide is blamed on poor business conditions and currency fluctuations as well as on unprofitable operations.

The Diston Company in the U.S. and Eurotungstene in

France, which together furnished 8 per cent of group turnover in the first half, recorded a combined loss of SKr 90m. They will be closed down or sold if they do not reach "acceptable economic results" in 1982.

Net financial costs climbed from SKr 189m to SKr 242m as a result of the increased borrowing taken up during 1981 to finance a heavy investment programme. Unfavourable exchange movements resulted in a loss of SKr 77m, against SKr 32m.

Half year order bookings amounted to SKr 4.8bn, or 7 per cent more than in the first

six months of 1981. The group's long-term investment programme tops out this year and capital spending will decline to around SKr 550m, compared with last year's SKr 777m.

Sales of cemented carbide products rose by only 9 per cent to SKr 2.4bn in the half year while steel products advanced by 20 per cent to SKr 1.4bn. Some 93 per cent of sales arose outside Sweden.

Demand from North America improved in the beginning of the year but fell off sharply in the second quarter, while European markets, with few exceptions, remained slack.

# Liberty Life well ahead so far

BY OUR JOHANNESBURG CORRESPONDENT

LIBERTY LIFE, South Africa's third largest insurance group, lifted premium income net of re-insurance by 37.6 per cent to R173.7m (\$153m) for the half year to June. This compares with R126.2m for the first half of 1981 and R259.9m for all of last year. First half investment income rose to R72m from R49.9m. For all 1981 investment income totalled R130.8m.

As usual the group estimates first-half taxed profits on insur-

ance operations. This year's first half has led to an estimated surplus of R11.98m against a R9.98m estimate for the first half of last year and an audited figure of R23.7m for the whole of 1981.

New annualised premiums, excluding single premiums and annuity considerations, increased by 45.6 per cent to R38.8m in the half and single premiums and annuity considerations increased substan-

tially. However, the rate of increase is unlikely to be maintained in the second half, to some extent, the first half's advances were due to exceptional circumstances.

An interim dividend of 72 cents, against 60 cents, has been declared from estimated earnings of 99.1 cents per share compared with 82.6 cents. Earnings for all 1981 totalled 166.3 cents a share and the dividend total was 144 cents.

# Saga Petrokjemi sees big loss

By Our Oslo Correspondent

SAGA PETROKJEMI, the petrochemicals offshoot of Saga Petroleum, foresees a loss on 1982 operations well above last year's deficit of Nkr 153m. The results reflect a drop in demand for low density polyethylene, which accounts for about half of total output.

Saga Petroleum took 100 per cent of Petrokjemi earlier this year when its three partners in the enterprise pulled out. They were unwilling to put new capital into Petrokjemi. Saga is now fully responsible for Petrokjemi's future financing.

# Sharp decline in first-half profits for Arabian Oil

BY YOKO SHIBATA IN TOKYO

PRE-TAX profits of Arabian Oil, Japan's largest oil producing company, fell by 46 per cent to Y81.08bn (\$322m) in the half year ended June. The company blamed sluggish demand for heavy oil. Net profits were Y721m down from Y2.96bn.

Arabian Oil was founded with support from Saudi Arabia (10 per cent shareholding) and Kuwait (10 per cent) and the company has concessions in the Khazji oil field in the neutral zone territory between the two countries.

Daily sales volume declined by 28 per cent in the period to 157,000 barrels and prices declined by 13 per cent. As a result the value of first-half sales fell by 29 per cent to Y220.43bn.

The company expect a slight recovery in sales volume in the second half, and average daily sales volume for the full year is projected at 180,000 barrels, against 210,000 barrels in 1981.

Full year pre-tax profits are forecast to reach Y160bn compared with Y232.8bn on sales of Y500bn against Y454.9bn.

# Bergen Bank to buy debt hit pulp mill

By Fay Gjester in Oslo

BERGEN BANK, the Norwegian commercial bank which is a major creditor of the troubled Nye Tofte pulp mill, has offered to buy the mill from its present owners. It will pay a nominal Nkr 5 and will shoulder Nkr 750m (\$14m) of Nye Tofte's Nkr 8.3bn debt.

If the owners and the mill's creditors agree, this would avert a possible bankruptcy and enable most creditors to secure at least partial payment of their claims. The bank believes that the mill, completed two years ago at a cost of Nkr 1.6bn is viable in the longer term. It is currently running at a heavy loss.

Bergen Bank proposes to operate the plant and seek a buyer once Nye Tofte is paying its way. The mill has an annual capacity of 250,000 tonnes of bleached long fibre sulphate pulp.

The bank's offer to creditors is Nkr 100m more than the best offer previously put forward by other interested parties, among them Norway's two largest wood processing groups, Borregaard and Norske Skogindustrier.

# Mid-term advance at Amev

By Walter Ellis in Amsterdam

A STRONG performance by the life sector helped Amev, the second-largest Dutch insurance group after Nationale Nederlanden, to raise this year's first half earnings to Fl 84m (\$31.7m) — 6 per cent more than in the opening six months of 1981.

Including realised gains on investments, profit in the life insurance sector went up by Fl 7m to Fl 73m before tax and provisions. Non-life earnings, as predicted, fell compared with the first half of 1981 from Fl 34m to Fl 30m, although Time Insurance, a U.S. subsidiary, advanced substantially in this area in the second quarter.

Profit per ordinary share for the six months was Fl 8.20, compared with Fl 7.92 last year.

A decline by nearly Fl 1m to Fl 9.6m in profit from other activities is blamed by Amev on the continuing stagnation of its markets. The group is sticking to its earlier forecast of an increase of at least 18 per cent in net profits for 1982 as a whole and has declared an interim dividend per ordinary share of Fl 2.60, the same as in 1981.



# Group half-year report

SKF Group profit for the first six months of 1982 amounted to 404 million Swedish kronor before exchange differences compared with 511 million for the corresponding 1981 period. Sales rose 8 per cent.

	Jan-June 1982	Jan-June 1981
Sales (MSkr)	7,352	6,821
Operating income before depreciation (MSkr)	842	977
Income before exchange differences (MSkr)	404	511
Capital expenditure (MSkr)	239	201
Average number of employees at work	48,593	51,345

A depressed world market with sharpening competition and keener prices caused a decrease in the rolling bearing sector's profit margin to 5.8 per cent. Improved sales and price levels lifted the steel division from a loss to a 3.1 per cent profit margin. The cutting tool margin rose appreciably from its dip a year earlier.

Earnings per Parent Company share were 9.50 kronor (12.25).

Delay in the recovery of the world economy will affect the earlier forecast of 1982 profits, which now seem likely to fall below those of 1981.

Aktiebolaget SKF, S-415 50 Göteborg, Sweden.

# The Oppenheimer Holdings Group

has been acquired by

# Mercantile House Holdings plc

The undersigned assisted in the negotiation of this transaction and acted as financial advisers to the Sellers.

Lazard Frères & Co.

Lazard Brothers & Co., Ltd.

August 24, 1982

U.S. \$650,000,000

# Kingdom of Sweden



# Floating Rate Notes Due 1989

In accordance with the provisions of the Notes, notice is hereby given that for the six month interest period from 26th August, 1982 to 26th February, 1983 the Notes will carry an Interest Rate of 11 3/4% per annum and the Coupon Amount per U.S. \$10,000 will be U.S. \$610.31.

Credit Suisse First Boston Limited Agent Bank

Weekly net asset value



Tokyo Pacific Holdings (Seaboard) N.V.

on August 23rd 1982, U.S. \$51.55

Listed on the Amsterdam Stock Exchange

Information: Pierson, Holding & Pierson N.V., Herengracht 214, 1016 BS Amsterdam.

# VONTBEL EUROBONDINDIZES

WEIGHTED AVERAGE YIELDS PER 24 AUGUST 1982

	Today	Last week	Year's High	Year's Low
US\$ Eurobonds	13.61	14.50	15.08	13.81
DM (Foreign Bond Issues)	8.97	9.04	9.08	8.97
NFL (Bearer Notes)	9.96	9.94	10.01	9.95
Cont Eurobonds	16.85	16.94	17.30	16.85

WORLD STOCK MARKETS

Dow ahead 9.2 at mid-session

Companies and Markets

NEW YORK

Table of stock prices for various companies in New York, including columns for Stock, Aug 24, and Aug 25.

Stock

Table of stock prices for various companies, including columns for Stock, Aug 24, and Aug 25.

Stock

Table of stock prices for various companies, including columns for Stock, Aug 24, and Aug 25.

Stock

Table of stock prices for various companies, including columns for Stock, Aug 24, and Aug 25.

NEW YORK

Table of indices for New York, including Dow Jones, S&P 500, and other market indicators.

Table of indices for various regions, including Australia, Austria, Belgium, Canada, Denmark, France, Germany, Hong Kong, Italy, Japan, Korea, and Norway.

Table of indices for various regions, including Netherlands, New Zealand, Singapore, South Africa, South Korea, Sweden, Switzerland, Taiwan, and Thailand.

Table of indices for various regions, including United Kingdom, West Germany, and other international markets.

Financial Times Thursday August 26 1982. Includes a note about the Dow Jones index and a source reference.

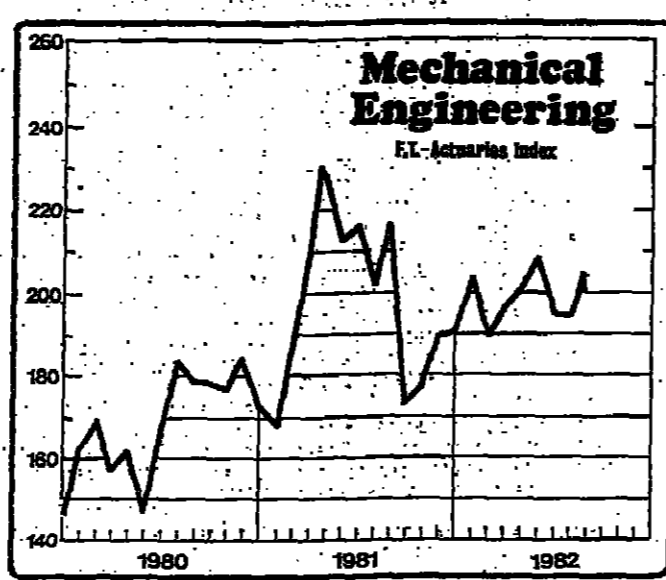
Companies and Markets

LONDON STOCK EXCHANGE

Lower base rate signals fail to steady volatile Gilt market and further profit-taking takes fresh toll

Account Dealing Dates
First Declared Last Account
Declarations Dates Day
Aug 16 Sept 2 Sept 3 Sept 13
Sept 5 Sept 16 Sept 17 Sept 21
Sept 20 Sept 26 Oct 1 Oct 11

Continued to inhibit equity markets. There were few signs of any worthwhile investment support and with the current indecision of Wall Street also casting a cloud, leading shares continued to drift lower on scattered offerings.



Queens Moat hardened 4 to 3 1/2 following the satisfactory interim results and chairman's confident statement; the 10 per cent convertible rose 3 points to 137.

Textiles trended to lower levels, where altered. Courtauld gave up 2 more at 76p, while Coats Patons eased a penny to 80p. In contrast, Allied attracted renewed support in a restricted market and advanced 7 to 190p.

FINANCIAL TIMES STOCK INDICES
Table with columns for various indices: Government Secs, Fixed Interest, Gold Mines, Ord. Div. Yield, Earnings, P/E Ratio, Total Bargains, Equity Turnover, Equity Bargains. Includes a section for HIGHS AND LOWS and S.E. ACTIVITY.

Johnson Matthey fall
A near 42 per cent decline in first-quarter profits depressed Johnson Matthey which slumped to 230p before closing a net 20 down at 235p.

Johnson Matthey fall (continued)
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RECENT ISSUES
Table with columns: Issue price, Amount, Dates, Stock, Closing price, % change, etc.

FIXED INTEREST STOCKS
Table with columns: Issue price, Amount, Dates, Stock, Closing price, % change, etc.

RIGHTS OFFERS
Table with columns: Issue price, Amount, Dates, Stock, Closing price, % change, etc.

FT-ACTUARIES SHARE INDICES
Table with columns: EQUITY GROUPS & SUB-SECTIONS, Wed Aug 25 1982, etc.

NEW HIGHS AND LOWS FOR 1982
Table with columns: NEW HIGHS (42), NEW LOWS (31), etc.

Changes at Barclays Bank International
Mr Edward Hill, a regional general manager at BARCLAYS BANK INTERNATIONAL's head office in London, has been appointed deputy general manager.

Advertisement for Gencor General Mining Union Corporation Limited, including a logo and text about executive appointments and retirement.

FIXED INTEREST
Table with columns: PRICE INDICES, Wed Aug 25, etc.

RISES AND FALLS YESTERDAY
Table with columns: British Funds, Foreign Bonds, etc.

Advertisement for FORTUNE magazine, 'The only business magazine you need'.

Subscription form for FORTUNE magazine, including fields for name, address, and payment details.

Companies and Markets CURRENCIES and MONEY

FT UNIT TRUST INFORMATION SERVICE

Dollar recovers

The dollar recovered to first slightly higher on the day in late European trading, after falling steadily for the most part in a thin quiet market without any new factors to influence trading.

The French franc continued to weaken and required support from the Bank of France and much firmer Eurofranc interest rates.

STERLING - Trade-weighted index 92.3 against 92.0 at noon, 91.9 in the morning, 91.9 at the previous close and 91.9 at the previous close.

JAPANESE YEN - Trade-weighted index 134.1 against 133.1 on Tuesday, and 133.6 six months ago.

EMS EUROPEAN CURRENCY UNIT RATES

Table with columns for currency, ECU amount, % change, and divergence limit.

EXCHANGE CROSS RATES

Table with columns for currency, Pound Sterling, U.S. Dollar, Deutschmark, Japanese Yen, etc.

FT LONDON INTERBANK FIXING (11.00 a.m. AUGUST 25)

Table with columns for 3 months U.S. dollars, 6 months U.S. dollars, bid, offer.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns for currency, rate, and term.

MONEY MARKETS

Further cut in dealing rates

MONEY RATES

Table with columns for currency, rate, and term.

THE POUND SPOT AND FORWARD

Table with columns for currency, Day's spread, Close, One month, % Three months, % Six months.

THE DOLLAR SPOT AND FORWARD

Table with columns for currency, Day's spread, Close, One month, % Three months, % Six months.

CURRENCY MOVEMENTS

Table with columns for currency, Bank of England, Morgan Guaranty, August 25, August 24, August 23.

OTHER CURRENCIES

Table with columns for currency, rate, and note.

EUROCURRENCIES

French rates up sharply

Interest rates were little changed in the Eurocurrency market yesterday, apart from a sharp rise in Euro French franc interest rates.



FRANKFURT OVERNIGHT MONEY

Table with columns for currency, rate, and term.

EUROCURRENCIES

French rates up sharply

AUTHORISED TRUSTS

Large table listing various authorized trusts, their managers, and details.



INSURANCES

Table listing various insurance companies and their products, including Abbey Life Assurance Co. Ltd., Ancestral Life Assurance Co. Ltd., and others.

INSURANCE & OVERSEAS MANAGED FUNDS

Main table listing insurance and overseas managed funds, including Life Assur. Co. of Pennsylvania, Norwich Union Insurance Group, and various international funds.

Table listing offshore and overseas managed funds, including Grosvenor Management Limited, Guinness Mahon Int. Fund, and various international investment funds.

OFFSHORE AND OVERSEAS

Table listing offshore and overseas managed funds, including Grosvenor Management Limited, Guinness Mahon Int. Fund, and various international investment funds.

NOTES
Prices are in pence unless otherwise indicated
Prices are in pence unless otherwise indicated

Table of stock prices for various food and grocery companies, including items like Borden's, Borden's, Borden's, etc.

HOTELS AND CATERERS

Table of stock prices for hotels and caterers, including items like Holiday Inns, Holiday Inns, Holiday Inns, etc.

INDUSTRIALS (Misc.)

Table of stock prices for various industrial companies, including items like A.A.A. Inc., A.A.A. Inc., A.A.A. Inc., etc.

FT SHARE INFORMATION SERVICE

LOANS—Continued

Table of loan information including company names, stock prices, and other financial data.

BANKS & H.P.—Cont.

Table of bank and hire purchase information including company names, stock prices, and other financial data.

CHEMICALS, PLASTICS—Cont.

Table of chemical and plastics information including company names, stock prices, and other financial data.

ELECTRICALS—Continued.

Table of electrical information including company names, stock prices, and other financial data.

ENGINEERING MACHINE TOOLS

Table of engineering and machine tools information including company names, stock prices, and other financial data.

DRAPERY AND STORES

Table of drapery and stores information including company names, stock prices, and other financial data.

Building Societies

Table of building societies information including company names, stock prices, and other financial data.

FOREIGN BONDS & RAILS

Table of foreign bonds and rails information including company names, stock prices, and other financial data.

Hire Purchase, etc.

Table of hire purchase information including company names, stock prices, and other financial data.

AMERICANS

Table of American stock information including company names, stock prices, and other financial data.

BEERS, WINES AND SPIRITS

Table of beer, wine, and spirit information including company names, stock prices, and other financial data.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of building industry, timber, and roads information including company names, stock prices, and other financial data.

ELECTRICALS

Table of electrical information including company names, stock prices, and other financial data.

CANADIANS

Table of Canadian stock information including company names, stock prices, and other financial data.

BANKS AND HIRE PURCHASE

Table of bank and hire purchase information including company names, stock prices, and other financial data.

LOANS

Table of loan information including company names, stock prices, and other financial data.

Advertisement for AFA MINERVA (UK) LIMITED, featuring a logo and text about fire protection and security services.

BRITISH FUNDS

Table of British fund information including company names, stock prices, and other financial data.

Over Fifteen Years

Table of fund information for companies with over 15 years of experience.

Index-Linked & Variable Rate

Table of index-linked and variable rate fund information.

INT. BANK AND O'SEAS GOV. STERLING ISSUES

Table of international bank and overseas government sterling issues information.

CORPORATION LOANS

Table of corporation loan information including company names, stock prices, and other financial data.

COMMONWEALTH AND AFRICAN LOANS

Table of commonwealth and African loan information including company names, stock prices, and other financial data.

Public Bond and Ind.

Table of public bond and industrial information including company names, stock prices, and other financial data.

Large advertisement for 'FREE ZONE SPEKE' featuring a hand holding a pen and text about industrial development opportunities.

Advertisement for 'FREE ZONE SPEKE' with detailed text about enterprise zones, rate-free premises, and other benefits.

CHEMICALS, PLASTICS

Table of chemical and plastics information including company names, stock prices, and other financial data.

FOOD, GROCERIES, ETC.

Table of food, grocery, and other information including company names, stock prices, and other financial data.



OVERSEAS MOVING BY MICHAEL GERSON
01-4461300

LITCHFIELD GROUP
L.F. PLASTICS LTD.
LITCHFIELD BROS LTD.

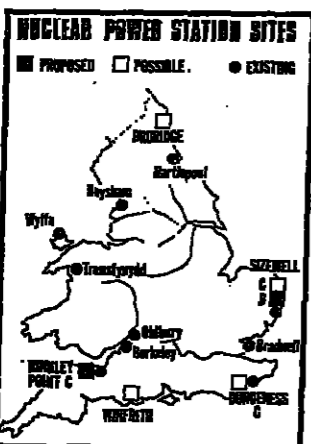
Resignations rock Argentine government

BY JIMMY BURNS IN BUENOS AIRES
PESSIMISM ABOUT Argentina's ability to resolve its growing economic and political problems deepened yesterday following the resignations on Tuesday of Jose Dagorno Pastore, the Economy Minister, and Sr Domingo Cavallo, governor of the Central Bank.

Immediate move on a successor to Sr Cavallo. Local bankers described the political situation as "out of control" and said it threatened to complicate severely the long overdue resolution to Argentina's \$36,600m (\$21bn) foreign debt. The resignations came less than two weeks before the IMF annual meeting in Toronto, at which Argentina was expected to ask for help from international bankers in renegotiating parts of the \$15bn in payments due before the end of this year.

CEGB picks 5 nuclear power sites

BY DAVID FISLOCK, Science Editor
FIVE NEW SITES for nuclear power stations have been chosen by the Central Electricity Generating Board. The sites are for stations expected to be required in the 1980s.

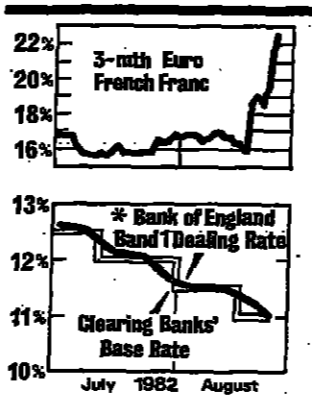


is likely the three sites in the south of England—at Dungeness in Kent, Sizewell C in Suffolk, and Winfrith in Dorset—will have priority over Druridge Bay in Northumberland.

Bank cuts money market rates further

BY OUR FINANCIAL AND FOREIGN STAFF
THE Bank of England cut its money market dealing rates yesterday for the second day running. The pound's effective exchange rate rose 0.4 to \$2.2, its highest level for more than a year in spite of the Bank's move.

maintain its recent momentum and fell below \$400 an ounce, closing at \$399 for a loss of \$12½ on the day. Some indication of the speculative pressures building up on the French franc can be gauged from the recent sharp rise in Euro-franc rates in recent days with the three-month rate now standing at 22½ per cent. The Bank cut 1 off all its money market dealing rates. The rate for the shortest paper it buys—known as "band one" bills—dropped to 11 per cent.



expected one in the U.S. discount rate. David Housheer in Paris adds: The Bank of France has spent about \$500m in the past few days to support the franc, although dealers have been surprised that it has not put up a stiffer fight to stabilise the rate.

Chancellor

parts of the Government's expenditure. It would be much easier to find money for capital spending if labour costs per unit of output could be reduced. Sir Geoffrey said.

Productivity

kers. But it also suggested that further improvements in productivity would have to wait for a pick-up in output. Although Britain's performance in manufacturing industry was much worse than that of other Western European countries, Japan and the U.S. its productivity in the agricultural sector compared favourably with that elsewhere in Western Europe.

Bendix takeover battle likely

BY RICHARD LAMBERT IN NEW YORK
THE PROSPECT of another big takeover battle loomed over Wall Street yesterday as Bendix Corporation, the engineering and aerospace group, announced an unsolicited offer for Martin Marietta.

Street analysts said yesterday that Martin Marietta was likely to reject the offer as being too low. The company said it would not comment until after its board had studied the terms. Bendix plans to follow its tender offer with a share swap, offering 0.82 shares for each of the remaining shares in Martin Marietta. Bendix shares fell \$3.5 to \$49.

Alexander Howden

been sufficiently involved in the takeover by the U.S. group. To strengthen the Howden management in London, Mr Ronald Berardi, the U.S. group's treasurer has been appointed a Howden director and its chief financial officer. He replaces Mr Alan Page, who resigned from the board this week. Mr Berardi will remain treasurer of Alexander and Alexander Services until his replacement is named.

closed the amount that the Howden insurance companies were under-reserved. But market estimates have indicated that the figure could run into several million dollars. Mr Bogardus said that although the audit review had not been completed, he was satisfied that the insurance companies were now adequately reserved. Mr Bogardus added that because of all the rumours surrounding Howden in London, his group had reviewed its commitment to Howden. He said he planned to spend up to half his time in the UK dealing with Howden's problems.

THE LEX COLUMN

Blue Circle down Mexico way

The gilt-edged market remained nervous yesterday and gave ground in spite of a fresh money market dealing rate nudge in the ribs from the Bank. The prospect of further capital gains suggests an indifferent reception for the new index linked tap, though there may be nibbles at 293.

Volume in non-food items has slipped by about 4 per cent but this is slowly being corrected by more rapid adjustments to the sales mix. Asia should be able to fund capital spending of about £70m this year without making any dent on its £40m of cash holdings. So interest receivable may almost hold up while trading profits will benefit from the opening of exports of about £70m this year without making any dent on its £40m of cash holdings.

Index fell 2.6 to 568.4

Malaysia will also provide boosts in the current six months.

Blue Circle

Blue Circle's share price has slid back from its 250p peak earlier this year to below 200p, as some of the less favourable aspects of the international diversification strategy have adopted a painfully higher profile. Last year all Blue Circle's major markets were gunning ahead, with the exception of the UK and Nigeria.

Asda

Even with last year's rights issue to help it along, Asda's profits are not quite keeping up with the Sainsbury's. Profits for the year 40 April have risen 18.3 per cent to \$60.8m, but the bulk of the improvement has come from non-trading items. A book profit on insurance claims has topped \$1.8m and, with capital spending running slightly below budget, Asda has produced a swing of almost £7m into interest received.

Johnson Matthey

Johnson Matthey emerged with remarkably few bruises from the buffeting of metal prices last year. Now, however, just as the metal markets are turning its way, the group has reported a real mauling. Profits for the three months to June have fallen 42 per cent to £7m pre-tax, enough to leave the shares 20p lower at 235p.

Dresser buys Harvester building plant unit

BY PAUL TAYLOR IN NEW YORK
DRESSER INDUSTRIES, the Dallas-based manufacturer of equipment for the energy industry, has agreed to buy International Harvester's North American construction machinery business.

worth between \$100m (\$56m) and \$300m. The figure for the North American operations, which Dresser intends to buy for cash, would be considerably less. Harvester and Dresser said yesterday that they were still negotiating on the sale of the European construction machinery plants in West Germany and France. The agreement with Dresser, due to be completed by November 1, covers the group's manufacturing plants at Libertyville, Illinois, and Cadillac, Quebec, as well as a parts plant at Broadview, Illinois, and assets of other facilities. These plants are said to be fairly modern and employ a total of about 860 people.

sales through its construction equipment division last year of \$743m (\$419m) and produced an operating loss of \$17m compared with a loss of \$119m in 1980 on sales of \$760m. Dresser is expected to continue making most of the products built at the plants by Harvester and market them under the names International, Payline and Eough.

Federal Farm Credit Banks

The Thirteen Banks for Cooperatives
The Twelve Federal Intermediate Credit Banks
The Twelve Federal Land Banks
Consolidated Systemwide Bonds

Table of bond issues with details: 9.625% \$1,759,000,000, 10.40% \$993,000,000, 12.40% \$550,000,000, 12.50% \$650,000,000.

Federal Farm Credit Banks
90 William Street, New York, N.Y. 10038
Peter J. Carney, Fiscal Agent

Weather

UK TODAY
SHOWERS, heavier in the north. Sunny intervals. London, S.E., Cent. S. England, E. Anglia, Channel Isles. Becoming brighter but showery. Max. 19C (66F).

Worldwide weather forecast table with columns for city, temperature, and other weather indicators.



July 20 1982